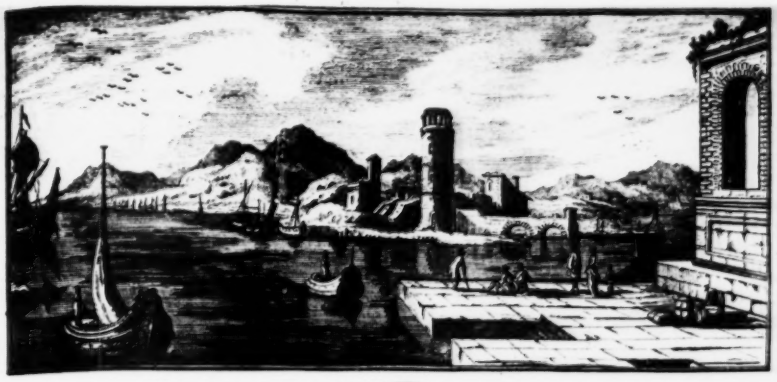
Board of Trade Journal

THE UNIVERSITY OF MICHIGAN
JAN 28 1966
PERIODICAL READING ROOM

Volume 189, No. 3588 Published by Her Majesty's Stationery Office 24 December 1965



Commerce.

Commerce! Thou mayst the Stars thy Pilots boast,
Each Haven is thy Inn, each Prince thy Host;
Kings are but Tenants to thy Farms and Thee,
O! Glorious Commerce! Landlord of the Sea:
Their Sceptral Sway must to the Trident Bow,
They the Receivers, but the Donor Thou:
For Thee Golconda's wealthy Caverns shine,
And the rich Mountains of Peru are Thine.

1s. 6d. net

BLUE FUNNEL
build new ships

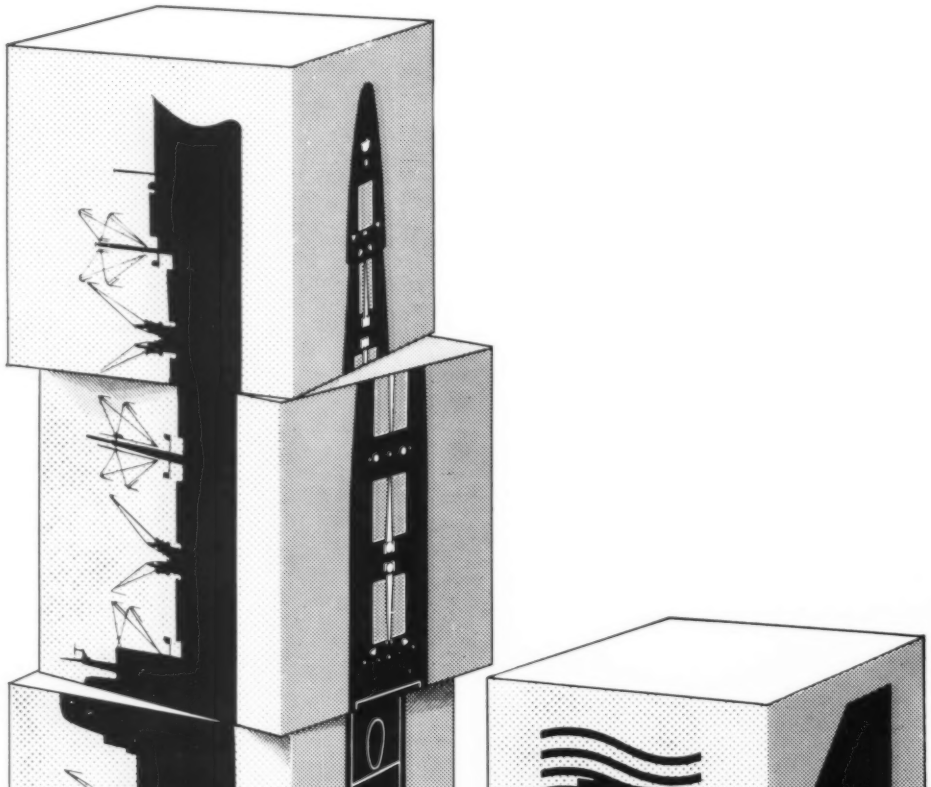
Four new cargo liners of the Priam Class will go into service with the Blue Funnel fleet during 1966

The 21 knot vessels will be in the vanguard of cargo liner design with automated and air-conditioned cargo spaces

Like all Blue Funnel ships, they will run to rigorous schedules of arrival and departure

Ship BLUE FUNNEL–*new ships..new schedules..new berths..new horizons*

BLUE FUNNEL · INDIA BUILDINGS · LIVERPOOL 2 · STD/051 CEN 5630 · TELEX 62236



Board of Trade Journal

VOLUME 189, NO. 3588, PAGES 1493-1536
24 DECEMBER 1965
PRICE 1*s.* 6*d.* NET, SUBSCRIPTION INCLUDING POSTAGE £5 6*s.* 8*d.*

The Beam and the Rings; CERN project presents Export Opportunities . . . 1495
Exports qualifying for rebate . . . 1498
ECGD accounts for the financial year 1964-5 . . . 1498
Bulgarian technological delegation visits Britain . . . 1498
Visit of Mexican Minister of Industry and Commerce . . . 1498
Applications for temporary exemption from import duty . . . 1499
Imports of fresh apples from the Relaxation and Dollar Areas and Japan . . . 1499
The Import Duties (Temporary Exemptions) (No. 7) Order 1965 1499
The Import Duties (General) (No. 8) Order 1965 (SI 1965/2098) 1499
The Import Duty Drawbacks (No. 10) Order 1965 . . . 1499
Central Training Council – new committee on training managers 1499
Imports of cotton textiles in 1966 . . . 1500
UK imports of cotton textiles . . . 1501
Imports of textiles from China – 1966 . . . 1501
HM Customs and Excise annual report . . . 1501
HM Customs and Excise Statistical Office change of address . 1501
The Tourist Publicity Materials (Amendment) Regulations 1965 1501
Prohibition of oil supplies to Rhodesia . . . 1502
Rhodesia: Exchange control . . . 1502
Training board for furniture and timber industries . . . 1503
Production engineering advisory service set up . . . 1503
Information service for Hartlepools development . . . 1503
New lace-making factory opened in Irvine valley . . . 1503
Thermalite announce new Scottish factory . . . 1503
Marine inquiry . . . 1503
GPO new communications film . . . 1503
Government bookshop in Manchester . . . 1503
Parliamentary Answers . . . 1504
New Books . . . 1505
Government surplus sales by auction . . . 1507

STATISTICS
The economy: selected indicators . . . 1508
Car and commercial vehicle production in November . . . 1509
Car and commercial vehicle production figures . . . 1509
DEA progress report . . . 1509
Index of retail prices in November . . . 1509
Business Monitor: Production Series . . . 1509
United Kingdom trade in November . . . 1510
Registration of British and foreign films . . . 1514
Overseas visitors to British Industry (picture page) . . . 1515
Census of Production Results for 1963 . . . 1516

EXHIBITIONS AND FAIRS
British manufacturers meet to discuss Oslo promotion in May 1966 . . . 1521
British Pavilion at Poznan International Fair . . . 1521
UK Engineering Week in Budapest . . . 1521

OVERSEAS TRADE AND EXPORTS
TRADE AND FINANCIAL ARRANGEMENTS
Anglo-Irish Free Trade Area . . . 1522
Anglo-Polish trade arrangements 1966 . . . 1523
United Kingdom and USSR Anglo-Soviet quota negotiations . 1524
Iceland and USSR. Czechoslovakia and Yugoslavia. CBI and East German Chamber of Foreign Trade . . . 1525
Information for exporters . . . 1526
Letters of Appreciation . . . 1529
Export Orders . . . 1530
Export Tours . . . 1531

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES
Afghanistan: Foreign traders regulations . . . 1534
Australia: Dumping duty on yarns of paper . . . 1534
Barbados: Industrial Incentives Act, 1963 . . . 1534
Canada: Wire rope value for duty . . . 1535
Chile: Amendments to import list . . . 1535
Dominican Republic: Deposit on imported goods . . . 1535
European Free Trade Association: Deferment by Austria and Switzerland of certain tariff reductions . . . 1532
European Coal and Steel Community: Iron and steel products duties . . . 1532
France: Global quotas for onion sets. Import regulations for meat etc. for human consumption. Import regulations for pigmeat . . . 1532
Ghana: Supply Commission payments . . . 1536
Guatemala: Shipping documents . . . 1535
Jamaica: Export Industries Encouragement Law, 1956 . . . 1535
Iceland: Imports of chocolate biscuits . . . 1532
Israel: Liberalization of imports . . . 1533
Italy: Lifting of hire purchase restrictions . . . 1533
Pakistan: Import control . . . 1534
St. Vincent: Customs tariff . . . 1534
South Africa Republic of: Customs tariff changes. Import Control Regulations, 1966 . . . 1534
Spain: Suspension of customs duties on butter . . . 1533
Trucial States (except Abu Dhabi): Agricultural pesticides . 1533
United States: Investigation relating to imports of watches etc. Investigation relating to imports of radios, televisions, phonographs, etc . . . 1535
Uruguay: Imports of capital goods . . . 1534
Yugoslavia: Currency reform . . . 1533
INDEX TO STATISTICS . . . 1536

Front cover photograph

This is another seasonable tribute to traders taken from 'The Universal Penman' engraved by George Bickham in the 1730's. These notable examples of the writing-master's craft were designed as copy-books for the young businessmen of the day.

Photo: COI by courtesy of Victoria and Albert Museum.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

The *Board of Trade Journal* is published weekly by HM Stationery Office, price 1s. 6d. (annual subscription £5 6s. 8d. including inland or surface but not air postage) and is obtainable directly from the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester. 2. 35 Smallbrook Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 80 Chichester Street, Belfast; or through any bookseller.

© Crown Copyright 1965

Short extracts can be published without specific permission providing that the source is duly acknowledged.

Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial communications should be addressed to the Editor, *Board of Trade Journal*, Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2654).

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of HM Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1. (City 9876, Ext. 6147). Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4. (Tel. City 3718).

The Government accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Reprints of articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies. (Larger quantities 5s. 0d. per page for each additional 125 copies).

Orders for reprints should be addressed to the Director of Publications (P12), HM Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

Are you a business man bound for **Australia or New Zealand?**

Then you must take with you copies of Australia and New Zealand Bank's pocket-sized companion booklets. These handy guides contain all the pertinent information you will need for your visit.

★ Coloured maps of main cities and useful addresses.
★ Hotel tariffs and tipping.
★ Car hire and fares.
★ Customs and Exchange Control regulations.
★ Business framework and taxation.
★ Climate and entertainment.

These Booklets are issued free to all men of business. Get *your* copies today.

Australia and New Zealand Bank Limited

HEAD OFFICE: 71 CORNHILL LONDON EC3 TEL: AVEnue 1281

Over 1,000 branches and agencies

'Call Export Intelligence'

We can help you profit from new markets overseas
Call EXPORT INTELLIGENCE
- and get the vital facts, key contacts and individual guidance you need–for the price of a telephone call

The Board of Trade's 'Call Export Intelligence' advertising campaign was resumed conjointly in sections of the National Press and the *Board of Trade Journal* of September 24. The resumption was decided upon following the success of the previous campaign which brought in many inquiries from all parts of the country and especially from the London and South Eastern region.

The general theme that this is a personal, confidential service to British businessmen is maintained. Emphasis is placed upon the assistance which can be given to businessmen travelling abroad, on market information, on finding a good agent, on Board of Trade publications for exporters, on the *Board of Trade Journal* itself and on trading with EFTA countries.

Exporters are invited to call us for:

1. Guidance on your individual export problem.
2. Information on the most likely market(s) for your product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts out for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licensees to manufacture your product abroad.
10. Information on how to market and advertise your product abroad.
11. Investigation into product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

at HQ: London CITy 9633 Telex 25977

Belfast (Ministry of Commerce) Belfast 28271 Telex 74578
Birmingham MIDland 8221 Telex 33702
Bristol 294821 Telex 44214
Cardiff 65426 Telex 49267
Glasgow CITy 2855 Telex 77583
Inverness 30867/8
Leeds 20485 Telex 55265
London (South Eastern Counties) TATe Gallery 4355 Telex 25991
London (Eastern Counties) TATe Gallery 6271 Telex 25991
Manchester DEAnsgate 9321 Telex 66104
Newcastle 27575 Telex 53178
Workington 3788

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of British products in all overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 245) (Telex 25977). The type of goods involved and the countries to be covered should be indicated.

The Beam and the Rings; CERN project presents Export Opportunities

By R. ST. JOHN WALKER, Science Research Council

On December 15 CERN – the organization for Nuclear Research in Europe – gave final approval to a £28 million project for adding intersecting storage rings to their large proton synchrotron. The work of CERN and the unusual export opportunities offered by this project to British industry are described in this article.

WHATEVER THE FUTURE may hold for European economic and political co-operation, the countries of Western Europe have for more than a decade been firmly committed to partnership in high energy physics. Last week they took another step forward and agreed to undertake a new project estimated to cost £28 million.

The Organization—CERN

In 1952, realizing that only through co-operation could they afford the costly facilities required for the most advanced research in high-energy physics, the countries of Western Europe created the European Organization for Nuclear Research, which is more commonly known as CERN. The Member States are Austria, Belgium, Denmark, Federal Republic of Germany, France, Greece, Italy, Netherlands, Norway, Spain, Switzerland and the United Kingdom. They contribute in proportion to their net national income; the United Kingdom pays about 22 per cent of the cost.

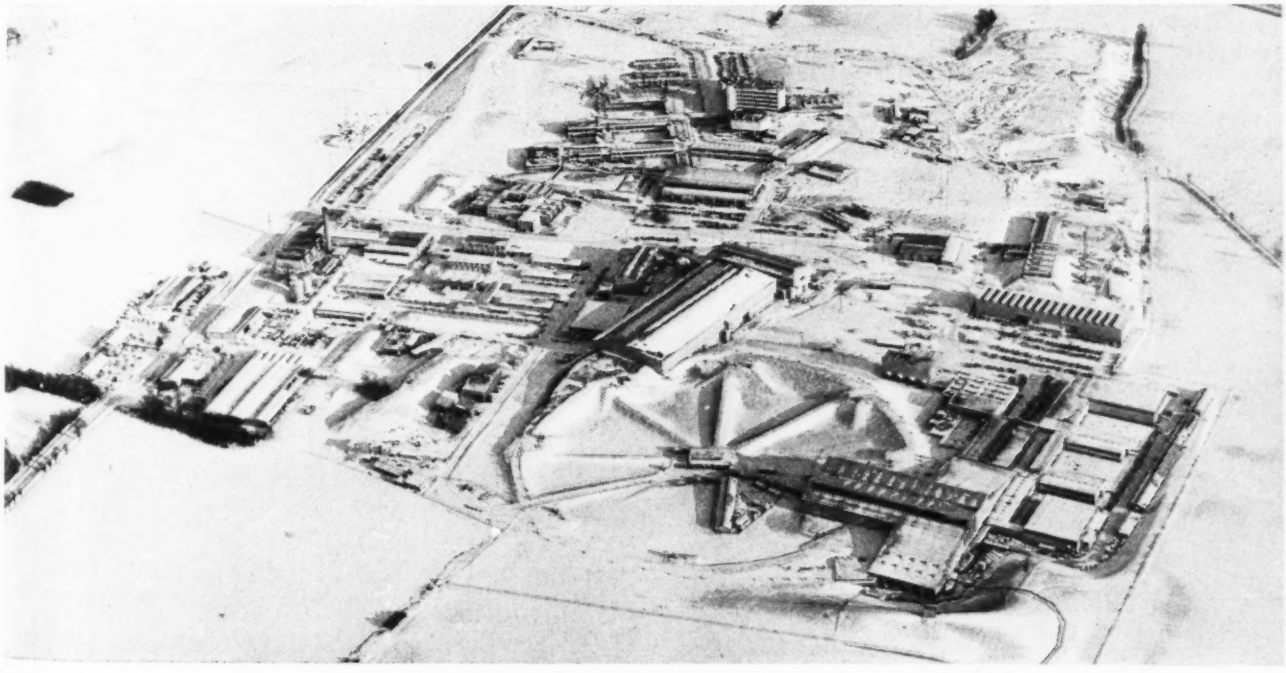
CERN occupies a site of about 200 acres straddling the Franco-Swiss border near Geneva. It has an integrated international staff of over 2,000, including nearly 300 Britons. About 15 per cent of the staff are scientists and professional engineers. In addition to the staff scientists about 300 Fellows and visiting scientists come to work in the laboratory from institutions all over Europe and from other parts of the world. At present the Director-General is Professor V. F. Weisskopf, who has held the post since 1960. In January he is returning to the Massachusetts Institute of Technology and will be succeeded by Professor B. Gregory, who is now the Director of Research.

Adjudication of all large contracts is approved by the Finance Committee on which the United Kingdom is represented.

CERN's work

The work of the high-energy physicists is to study the fundamental particles which make up the protons and neutrons which in turn compose the atomic nucleus, the fundamental forces of nature which govern the interaction of these particles and the questions about the nature of space, time and matter raised by research into the domain of very small distances and times. It is pure research aimed simply at increasing our knowledge of the ultimate nature of matter. Such increased knowledge may, of course, lead to a technical revolution just as earlier work on atomic and nuclear structure led to the modern chemical, electronic and nuclear energy industries.

The method of research at CERN is to probe matter with a beam of protons of high enough energy to penetrate not only the



Winter view of CERN with 28 GeV proton synchrotron in foreground.

nucleus but the protons and neutrons which compose it and to observe the particles and quanta of energy produced by the bombardment.

The main experimental facility is a large particle accelerator – the 28 thousand million electron volt (28 GeV) proton synchrotron. At present this is one of the two most powerful accelerators in the world. This machine accelerates a beam of protons by giving them a series of accurately timed kicks, first in a 50 million volt linear accelerator injector, and then in high power resonant cavities in the main synchrotron. This consists of an annular beam tube (the vacuum chamber) more than 650 feet in diameter and 3 x 6 inches in cross section. Round this, in a tunnel about the size of the London Underground, are 16 radio frequency accelerating stations and 100 powerful electro-magnets to keep the beam running accurately in the vacuum chamber as it accelerates. In the second which it takes to accelerate the beam to 28 GeV the protons cover nearly half a million laps – about three-quarters of the distance to the moon. During this time their path is controlled to within a few millimetres. When acceleration is completed the velocity of the particles is 99.94 per cent of the speed of light, and, in accordance with the theory of relativity, their mass has increased 30 times.

The beam is then directed on to a target either in the vacuum chamber itself or in one of the three large experimental halls. The fragments of the matter disintegrated in impact, as well as any new particles created by the conversion of energy into mass are then studied by directing them to detectors such as photographic emulsions, bubble chambers, spark chambers or counters.

Each type of detector has its own function. For example, the liquid hydrogen bubble chambers make visible the trajectories of ironizing particles and show the interactions occurring during their passage through the instrument. Each article leaves its own characteristic track which is a line of bubbles like the converse of an aircraft vapour trail. The tracks are photographed stereoscopically and the experimental results are then analyzed by measurements of the photographs. Millions of such photographs are taken each year.

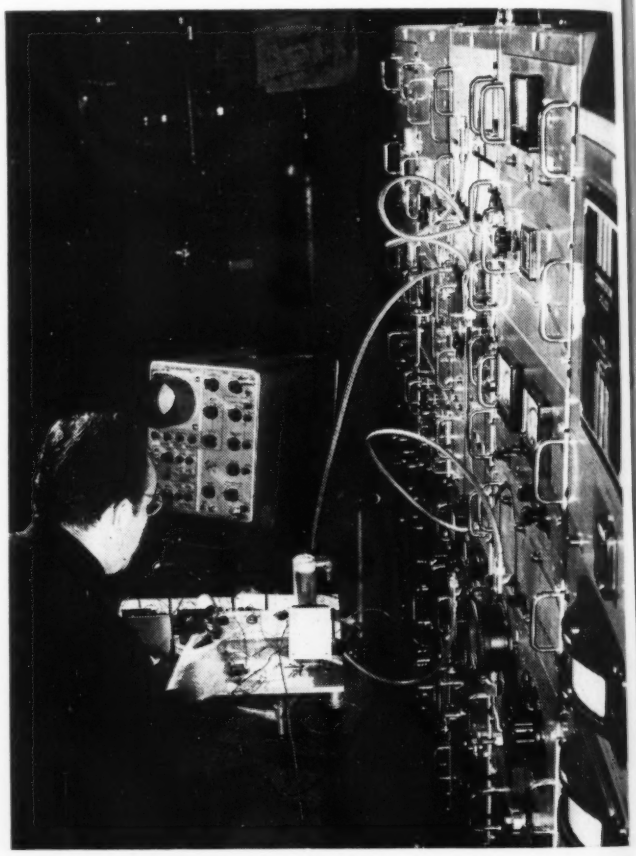
In addition to the equipment used directly in the experiments and the measurement of the results, the laboratory has a large computer service for data-handling and control.

The success of CERN's experiments depends on great precision of layout of equipment over distances of hundreds of yards and in timing of processes to fractions of a microsecond. This can only be achieved by setting up the machines and equipment to the highest standards of accuracy and by applying the most advanced engineering and instrumental techniques throughout the construction of the accelerator and of the experimental equipment.

The new project—Intersecting storage rings

Research in high-energy physics is now reaching the stage where even higher energies are required to probe more deeply into the nucleus so that further advances can be made. There are two approaches to the problem. One is to build a much larger proton synchrotron. A 70 GeV machine is under construction in Russia, and plans for a 200 GeV machine are well advanced in the United States. In Europe proposals for a 300 GeV machine are being examined, and possible sites, including one near Mundford in Norfolk, are being evaluated. Such large machines will be very costly, and in its intersecting storage ring (ISR) project which was approved last week CERN has evolved a cheaper method of obtaining from its 28 GeV machine much higher energy for a limited, but valuable, range of experiments.

The basic idea is to replace the stationary target by a beam of high-energy protons travelling in the opposite direction to the bombarding beam. This method will make energy of 56 GeV available for transformation into particles. To obtain such an applied energy with a stationary target would, because of relativity



Adjustment of part of the electronic apparatus used with a hydrogen bubble chamber.

Subscription form for the Board of Trade Journal

To HM Stationery Office:

London, S.E.1: P.O. Box 569
Manchester 2: Brazennose Street
Cardiff: 109 St. Mary Street
Belfast 1: 80 Chichester Street
Edinburgh 2: 13a Castle Street
Birmingham 5: 35 Smallbrook, Ringway
Bristol 1: 50 Fairfax Street

Enclosed please find £5 6s. 8d.
being one year's subscription to the
BOARD OF TRADE JOURNAL
The copy should be sent to:

Name .....

Address.....

.....

effects, require a 1700 GeV accelerator.

The new ISR facility will consist of vacuum chambers in concentric rings of magnets where protons injected by the 28 GeV machine can circulate in opposite directions. The storage rings will be similar to the magnet ring of the synchrotron but will be slightly distorted so that they overlap in eight places where the two beams can make nearly head-on collisions. The system is designed to enable several hundred pulses of protons from the synchrotron to be stacked in each vacuum chamber to form a ribbon beam several centimetres wide and of high particle density.

CERN estimate that it will cost about £28 million spread over five to six years to build the intersecting storage rings. About £10 million will be spent on civil engineering and associated plant and £12 million on mechanical, electrical and electronic equipment and instrumentation.

A general description of CERN's requirements for the project was published in the *Export Service Bulletin* of August 5 (issue 155/65).

They include thousands of square yards of laboratories, control rooms and workshops; over 13,000 tons of high precision magnets of various types; about 800 screw-jacks to adjust the alignment of the rings; over 3,000 feet of stainless steel tube with pumps seals and joints for the vacuum chamber in which a vacuum of at least 10^{-6} millimetres of mercury must be maintained; a 60 MVA power distribution system; cooling systems and a mass of control gear together with all kinds of laboratory, workshop and office equipment and furniture.

The export opportunity

At present CERN costs the Member States about £11 million a year. By 1967 when the construction of the ISR facility will be in full swing, CERN's total budget will rise to about £20 million a year, of which about £12 million will be spent on civil engineering, all kinds of mechanical, electrical and electronic equipment, instruments and other supplies. In its purchases CERN naturally gives preference to firms in Member States. As the leading European laboratory in this field CERN develops or chooses equipment which becomes the European standard because of the close collaboration between the many institutes of the member states in the exploitation of the CERN facilities.

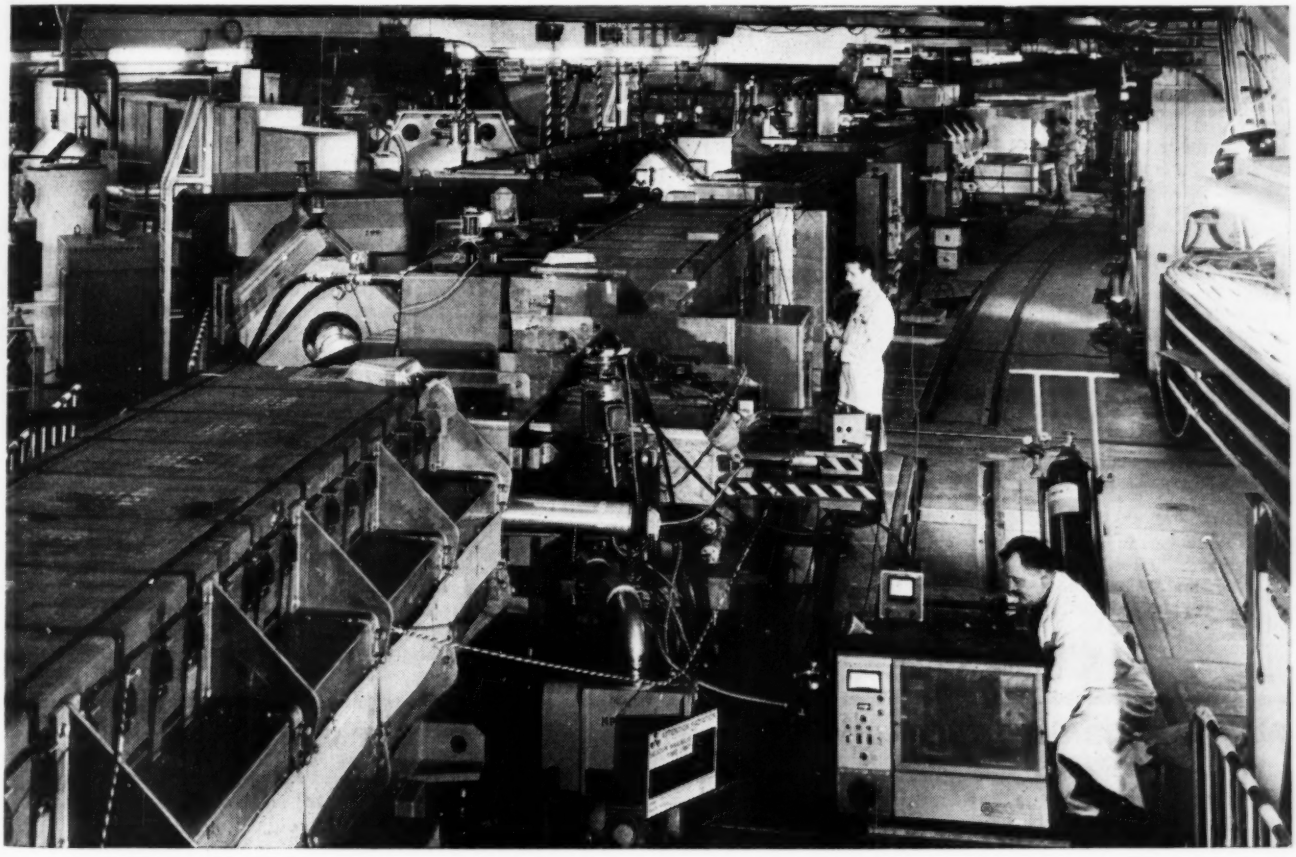
Many British firms are on CERN's tender lists, and some have already held discussions with CERN's scientists and engineers about the new project. Any other firms who want to accept the challenge presented by this opportunity to participate in one of the world's most advanced engineering projects should write to:

Mr. F. Schou-Olsen,
Purchasing Officer,
CERN,
1211 Geneva 23,
Switzerland.

It is also useful for the British Delegation to know which firms wish to sell to CERN. Firms are therefore invited to let the Science Research Council (Mr. A. J. Stevens, Room 1526, State House, Holborn, London, W.C.1) know of their interest in supplying particular types of goods to CERN.

The Organization provides an excellent market for firms who wish to keep in the van of technical development and are willing to compete on level terms with the leading firms in Europe. Competition is stiff, but successful contractors find that their collaboration with CERN's skilled engineers helps the development programmes which provide the basis for future commercial success.

An additional immediate benefit is that CERN's world-wide reputation makes it a market where success carries great prestige.



A target area on the 28 GeV (28,000 million of electron volts) proton synchrotron. This machine has enabled European physicists to acquire excellent results in the search for the ultimate constituents of matter.

Exports qualifying for rebate

AN ORDER governing the qualification of exports for export rebate (the Exports Rebates (United Kingdom Production and Manufacture) Order 1965) was published by the Treasury on December 17.

The effect of this Order is that goods shall in general continue to be treated for export rebate purposes as produced in the United Kingdom, if not less than 20 per cent of their cost of production is attributable to United Kingdom expenditure. But there are minor changes from the existing provisions of the Export Rebates Order 1965, which it replaces; these affect goods exported on or after January 1, 1966, when the Order comes into effect.

The Order also makes new and special provision for wool tops. It provides that wool tops exported on or after October 1, 1965, shall be treated as produced in the United Kingdom if they have been combed or carded in this country.

The Exports Rebates (United Kingdom Production and Manufacture) Order 1965, has been published as Statutory Instrument 1965, No. 2120 (HM Stationery Office, price 6d.).

Detailed inquiries should be addressed to the Board of Customs and Excise, Kings Beam House, Mark Lane, London, E.C.3. (Tel. Mansion House 1515).

Note:

The new provision for wool tops follows representations from the trades concerned that the 20 per cent rule operated unfairly and was unduly restrictive in that it made no allowance for sharp fluctuations in the price of raw wool. The trade representatives have been informed of the change.

ECGD accounts for the financial year 1964-5

TRADING ACCOUNTS published by HM Stationery Office* show that during the financial year ended March 31, 1965, the Export Credits Guarantee Department increased its credit balance on cumulative account for 'commercial' business (Section 1 of the Export Guarantees Act, 1949†) from £46,641,462 to £54,835,100. This balance represents the 'underwriting reserve' in respect of risks underwritten and outstanding at the date amounting to some £1,070 million.

Premium income for the year was £6,959,492 (compared with £7,308,526 in the previous year). Operating expenses were £2,328,734 (compared with £1,899,888). Claims paid amounted to £4,006,876 (compared with £5,220,654) of which it is estimated that about half will eventually be recovered. Recoveries during the year amounted to £4,694,792 (compared with £2,963,604).

Business under Section 2 of the Act

Guarantees given 'in the national interest' (Section 2 of the Export Guarantees Act, 1949) 'for the purpose of encouraging trade with countries outside the United Kingdom' and outstanding amounted to £321 million (compared with £193 million). Arrangements made under the same Section 'for the purpose of rendering economic assistance to countries outside the United Kingdom' brought total liabilities under these arrangements in respect of principal and interest to about £716 million (compared with about £511 million).

In the account for 'encouraging trade' a surplus for the year of £5,950,146 (compared with £2,360,005) resulted in a credit balance on cumulative account at March 31, 1964, of £16,114,238 and in the 'economic assistance' accounts a credit balance for the year of £397,372 (compared with £300,026) resulted in a credit balance on cumulative account of £1,522,022.

Note: Provisional figures for the year 1964/65 were announced by the Secretary of the Department on June 1.

* Trading Accounts and Balance Sheets 1964-65, HM Stationery Office. Price 10s.

† The Export Guarantees Act, 1949, authorized ECGD to conduct business either (under Section 1) after consultation with its Advisory Council, or (under Section 2) where expedient in the national interest (there being no obligation to consult the Advisory Council). Business under Section 1 is referred to as 'commercial'.

Dimplex Ltd., Southampton, manufacturers of electrical heating appliances, held their Export Sales and Advertising Conference in Athens recently, presided over by Mr. R. H. Hudson (right), the export sales manager, and attended by the overseas agents of Dimplex. The 1966/67 advertising and publicity material for all Dimplex export markets was presented to the conference by Mr. K. B. Peskett (left), managing director of Headway Advertising Limited, who also talked to the conference on the subject of Advertising and marketing Dimplex in export markets.

Visit of Mexican Minister of Industry and Commerce

LIC. OCTAVIANO CAMPOS SALAS, the Mexican Minister of Industry and Commerce, visited Britain from December 12 to 16 at the invitation of HM Government. The Minister was accompanied by Senor Ramirez Solano, the Director General of Commerce.

At a reception held in his honour on December 13 at which Lord Rhodes, Parliamentary Secretary to the Board of Trade, was host, the Minister met representatives of British industry.

Note: Lord Rhodes paid an official visit to Mexico in October when he invited the Minister to visit the United Kingdom. Trade with Mexico for the first ten months of this year was: UK imports – £8.3 million; UK exports – £15.1 million.

Bulgarian technological delegation visits Britain

THE MINISTRY OF TECHNOLOGY announce that during the week ended December 18 discussions took place between Lord Snow, the Joint Parliamentary Secretary, and officials of the Ministry of Technology and a delegation of the Bulgarian State Committee for Science and Technical Progress led by its vice-chairman, Mr. N. Videnov. Agreement was reached on measures to give practical effect to technological co-operation as outlined in the Anglo-Bulgarian Cultural Programme. These include exchanges of research workers and information in various fields of science and technology.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trader as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth, or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by January 7, 1966.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.24	Tridihexethyl chloride .	3-Diethylamino-1-cyclohexyl-1-phenyl-1-propanol-ethochloride.	December 31, 1966	2506
29.31	2:4:5:4'-Tetrachlorodiphenyl sulphide.	2, 4, 5, 4'Tetrachlorodiphenyl sulphide.	December 31, 1966	6703
29.34	3-Aminopropyltrimethoxysilane.	Gamma-Amino propyl trimethoxy silane.	December 31, 1966	6776
29.35	2-Bromopyridine . .	2-Bromo-pyridine . .	December 31, 1966	517
38.14	Prepared oil additives, consisting of hydrocarbon oil and organic compounds of antimony, and containing not less than 6% by weight and not more than 13% by weight of antimony calculated as Sb.	Antimony 0, 0-dialkylphosphoro-dithioate. Antimony dialkyldithiocarbamate.	December 31, 1966	6733-4

Note: Withdrawal of applications:
Interested parties will wish to know that the applications for temporary exemption from import duty in respect of the chemicals covered by the following descriptions and advertised in the *Board of Trade Journal* on the dates shown have been withdrawn.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Date published	Reference
29.13	Mestanolone .	Methyl androstanolone.	December 31, 1966	October 29, 1965 (Page 1016)	1836
29.23	Diphenylhydramine	Dimethylaminoethyl - Benzhydryl ether.	December 31, 1966	October 29, 1965 (Page 1016)	6761
29.32	2 - Di*iso*propylaminoethanol.	Di - isopropylaminoethanol.	December 31, 1966	October 22, 1965 (Page 955)	6759
29.34	Methylmagnesium chloride	As in previous column.	December 31, 1966	October 29, 1965 (Page 1016)	6763

Imports of fresh apples from the Relaxation and Dollar Areas and Japan

THE BOARD OF TRADE in Notice to Importers No. 1133 dated December 16, announce that pending formal announcement of the quota for imports of apples in the period January-June, 1966, traders who held licences during January-June, 1965, should submit their applications forthwith to the Board of Trade, Import Licensing Branch, Hillgate House, Old Bailey, London, E.C.4. Page 1 of the application form (ILB/A) should be completed and page 2 left blank; on page 3 and copies, only the applicant's name and address and the description of goods (fresh apples) should be entered.

Applicants who may wish to effect simultaneous clearance at more than one port should make out the appropriate number of forms, indicating the proportions in which they wish their allocation to be split.

Licences issued under this quota will in no case be valid until January 1, 1966, nor be extended beyond June 30, 1966.

The Import Duties (Temporary Exemptions) (No. 7) Order 1965

THE BOARD OF TRADE announced on August 20, 1965, that they were reviewing all temporary exemptions from import duty (mainly chemicals) that are due to expire on December 31, 1965. As a result of this review the Treasury have made The Import Duties (Temporary Exemptions) (No. 7) Order 1965 (Statutory Instrument 1965 No. 2099).

The First Schedule to the Order provides:

(a) for the extension until December 31, 1966 (except where some other date is shown) of temporary exemptions from import duty of certain goods (mainly chemicals) which would otherwise have expired on December 31, 1965. Included are items which appear under a revised description and these are marked with a dagger, and

(b) for the temporary exemption from import duty from December 31, 1965, until December 31, 1966 (except where some other date is shown) of certain goods (mainly chemicals) at present liable to import duty. These items are marked with an asterisk.

The Second Schedule to the Order lists the items marked with a dagger in the First Schedule and shows the corresponding descriptions under which the exemption from import duty is currently allowed.

The Order comes into operation on December 31, 1965.

The Import Duties (General) (No. 8) Order 1965 (S.I. 1965/2098)

THE TREASURY have made the Import Duties (General) (No. 8) Order, 1965.

This Order reduces the rates of import duty on goods to which the EFTA Convention applies. The reduction is expressed as being one-third of the current Convention rates of duty except in the case of subheadings 27.10 (B) (1), 34.03 (B) (1), 38.18 (B) (1) (a) and 38.18 (B) (2) (a) for which the rate of 6½ per cent is reduced to 6 per cent.

This Order will come into operation on December 31, 1965.

Copies of the Order are obtainable direct from HM Stationery Office.

The Import Duty Drawbacks (No. 10) Order, 1965

THE TREASURY have made the Import Duty Drawbacks (No. 10) Order 1965. This Order:

(i) makes the amendments to existing drawback provisions necessitated by the reduced rates of import duty applicable from December 31, 1965, under the European Free Trade Area Convention;

(ii) varies the rates of drawback of import duty in respect of
(a) neckties, bow-ties and cravats manufactured from certain imported woven fabric,
(b) certain packing cases manufactured from specified imported plywood, and
(c) certain pigment manufactured from imported cadmium metal; and

(iii) extends without limit of time the provision for drawback of import duty on certain rain-proof garments manufactured from certain imported woven fabric.

The Order comes into operation on December 31, 1965, and has been published as Statutory Instruments 1965, No. 2100.

Copies are obtainable direct from HM Stationery Office.

Central Training Council—new committee on training managers

A NEW COMMITTEE 'to recommend to the Council what guidance should be issued to the training boards on the training and development of managers' was set up by the Ceneral Training Council at its meeting at the Ministry of Labour on December 16. The chairman of the committee will be Mr. F. Wilkinson, and the names of the members will be announced later.

It was announced that Mr. Ray Gunter, Minister of Labour, had appointed Mr. Sidney Greene, General Secretary of the National Union of Railwaymen, to be a member of the Council in place of Mr. E. J. Hill, who retired from active trade union work in September.

Imports of cotton textiles in 1966

THE BOARD OF TRADE, in Notice to Importers No. 1132, dated December 18, have announced further details of the interim arrangements covering imports of cotton textiles in 1966. These will enable trade to continue while imports during the period 1966-70 are discussed with the governments of exporting countries and are being introduced without prejudice to the outcome of those discussions.

The quota and licensing arrangements that follow will apply to all cotton textiles (as defined in Appendix A to this Notice) imported into the United Kingdom on or after January 1, 1966. It should be noted that product coverage will be the same as for Notice to Importers No. 1115, with the exception of sacks and bags to which these interim measures will not apply.

Countries under Open General Licence

Imports from the following countries will continue to be admitted without restriction under Open General Licence:

Australia, Austria, Belgium, Canada, Denmark, Finland, France, The Federal Republic of Germany, Iceland, Italy, Leichtenstein, Luxembourg, the Netherlands, New Zealand, Norway, Sweden, Switzerland, and the United States of America.

The existing licensing arrangements continue to apply to imports from the Irish Republic and Portugal. Imports will be admitted on Open General Licence:

(a) From the Republic of Ireland, insofar as goods are consigned direct to the United Kingdom.
(b) From Portugal, provided goods are consigned with authority of the Portuguese Government. Portuguese export certificates will continue to be accepted by HM Customs as authority for entry of goods.

Eastern Area Countries

Imports from these countries will continue to be regulated by individual country quotas, details of which will be announced from time to time following trade talks with the country concerned. There will be no change in the existing licensing arrangements. Quota certificates where they apply, will remain exchangeable for import licences on application to the Board of Trade.

Imports from China will continue to be subject to special arrangements. Details for 1966 are given in Notice to Importers No. 1134.

Japan

Imports from Japan will continue to be regulated by quotas agreed in accordance with the provisions of the Anglo-Japanese Commercial Treaty. There will be no change in the existing licensing arrangements and Japanese export certificates will continue to be accepted by HM Customs as authority for entry of goods.

India and Hong Kong

Imports from these countries will continue to be regulated by individual country quotas. It has been agreed with the governments of these two countries that they will establish interim quotas equal to the amounts specified in Annex B. These quotas will be sub-divided into main groups and into categories in accordance with arrangements operative in 1965.

The quotas for India and Hong Kong will continue to be administered by the exporting country and export licences will continue to be required for shipment of cotton textiles to the United Kingdom. In future, however, export licences will not be accepted by H.M. Customs as authority for entry of goods and individual import licences will be required. It has been agreed with the governments of the two countries that the Board of Trade will issue import licences direct to importers on receipt by the Board of Trade from the overseas licensing authority of a copy of their export licence for the particular consignment. Subject to the agreed quota ceilings not being exceeded import licences will be issued freely and automatically and no application need therefore be made by the importer.

Global quota countries

Imports from all countries other than those already mentioned will in future be admitted under quotas available for imports from any of the countries concerned. These global quotas will replace all existing individual country quotas, as well as the arrangements for specific individual licences announced in Notice to Importers No. 1070; imports from British Dependent Territories will also be brought within the global quotas.

Global quotas will apply to the products listed in Appendix A. The quotas will be sub-divided into main groups and further into categories. Details of the interim main group quotas are set out in Appendix B.

Import licences will be required for all imports under the global quotas and will be issued to importers who have furnished returns in accordance with Notice to Importers No. 1115 and who have imported goods during 1964 in the category for which a licence is now required. These importers should now submit applications, separate for each category (to be specified on page 2 of the application form), for the licences they will require. On page 3 of the form, and copies, they should insert only their name and address, leaving the remaining spaces blank. Applications should be sent to the Import Licensing Branch, Board of Trade, Hillgate House, Old Bailey, London, E.C.4, as soon as possible.

Importers submitting applications in accordance with the preceding paragraph will receive licences in proportion to their certified returns. Pending further scrutiny of returns in certain categories, licences may not for a short time be issued up to the full amount of the quotas, but the balance will be allocated as soon as practicable.

Imports for re-export

The existing arrangement for imports for re-export will continue. Licences will be granted freely for imports for processing and re-export under the Customs Process regulations or, in the case of goods imported from the Preference Area or in other cases where Customs Process Regulations cannot apply, against undertakings that all material imported under such a licence will be exported after process. Further information may be obtained from Import Licensing Branch.

Imports of handloom products

Imports of handloom products will continue to be unrestricted as to amount. The existing arrangements will apply to imports from India. Importers of handloom products from other countries (including Pakistan) should forward the certificates issued by the appropriate authority in the exporting country to Import Licensing Branch, together with a licence application.

Imports of goods made from British cloth

Imports of goods made from British cloth, and imported under procedures agreed between the Board of Trade and the individual importer, will not be subject to quota restrictions. Importers who wish to import goods in accordance with this arrangement should send full details to Import Licensing Branch. All cases will be considered individually and the onus will be on applicants to satisfy the Board of Trade that *satisfactory arrangements can be made to prevent abuse.*

Imports under existing arrangements

All existing quota arrangements for countries for which import licences will in future be required, viz., India, Hong Kong and the global quota countries, will terminate at the end of the current quota period. The Board of Trade will, however, issue import licences freely, upon application by importers, to permit the import of goods validly exported from the exporting country before the end of the quota period and imported into the United Kingdom on or after January 1, 1966. Such licences, including licences issued for goods shipped on or before December 31, 1965, from countries for which specific import licences are required under Notice to Importers No. 1070, will not count against 1966 interim quota.

Amendment to O.G.L.

An amendment to the Open General Licence to give effect to these arrangements will be issued in due course.

APPENDIX A

	Relevant Tariff Headings
Group A – Yarn	
(1) Grey (not bleached or mercerized) of two or more folds	Ex 55.05, ex 55.06.
(2) Bleached, dyed or mercerized	Ex 55.05, ex 55.06.
(3) Other	52.01, ex 55.05, ex 55.06.
Group B – Greycloth	
(4) Drills, jeans and gaberdines	Ex 55.09.
(5) Poplins	Ex 55.09.
(6) Other fabrics not over 46 inches wide	Ex 55.07, ex 55.08, ex 55.09.
(7) Other fabrics over 46 inches in width but not exceeding 60 inches	Ex 55.07, ex 55.08, ex 55.09.
(8) Other fabrics exceeding 60 inches in width	Ex 55.07, ex 55.08, ex 55.09.
Group C – Finished cloth	
(9) Terry towelling and other terry fabrics	Ex 55.08.
(10) Corduroys	Ex 58.04.
(11) Poplins	Ex 55.09.
(12) Fabrics of metal thread, gauze, pile fabrics (other than terry fabrics and corduroys), embroidery, coated and impregnated fabrics, elastic fabrics	52.02, ex 55.07, ex 58.04, ex 58.10, ex 59.07, ex 59.08, ex 59.09, ex 59.11, ex 59.12, ex 59.13.
(13) Yarn-dyed fabrics, n.e.s.	Ex 55.09.
(14) Bleached fabrics, n.e.s.	Ex 55.09.
(15) Piece-dyed fabrics, n.e.s.	Ex 55.09.
(16) Printed fabrics, n.e.s.	Ex 55.09.
Group D – Household and Miscellaneous Textiles	
(17) Bed linen	Ex 62.01, ex 62.02.
(18) Towels	Ex 62.02.
(19) Other	Ex 59.14, ex 59.15, ex 59.16, ex 59.17 ex 62.02, ex 62.04, ex 62.05.
Group E – Apparel	
(20) Men's and boys' shirts	Ex 61.03.
(21) Women's and girls' blouses and dresses	Ex 61.02.
(22) Men's, women's and children's nightwear and underwear	Ex 61.03, ex 61.04.
(23) Raincoats and other proofed garments	Ex 61.01, ex 61.02.
(24) Handkerchiefs	61.05.
(25) Men's and boys' coats, waistcoats and trousers	Ex 61.01.
(26) Women's and girls' coats, costumes, skirts and slacks	Ex 61.02.
(27) Corsets, suspender belts and brassieres	Ex 61.09.
(28) Other	Ex 61.01, ex 61.02, ex 61.04, ex 61.06, ex 61.07, ex 61.08, ex 61.10, ex 61.11.

NOTE: Cotton gauze and terry fabrics under Group B will be included in items 6, 7 or 8, as appropriate.

(*Continued on next page*)

Interim Main Group Quotas

Global Quota Countries	
Yarn (million lbs.)	4·25
Greycloth (million square yards)	46·5
Finished cloth (million square yards)	5·0
Household textiles (million square yards)	3·4
Apparel (million square yards)	5·0
India*	
Yarn (million lbs.)	5·75
Cloth and made-ups (million square yards)	97·5
Hong Kong*	
Yarn (million lbs.)	3·15
Cloth and made-ups (million square yards)	92·5

*Discussions are proceeding with the authorities of these territories about additional arrangements in respect of certain items brought within the scope of control for the beginning of 1966.

UK imports of cotton textiles

THE UNITED KINGDOM proposals for the regulation of cotton textile imports from January 1, 1966, were considered by the GATT Cotton Textiles Committee at its meeting on December 6-10. It was agreed that the United Kingdom would forthwith engage in talks with those exporting countries which wished to put forward further views on the proposals. Following these discussions, the committee will again consider the proposals at an early meeting next year. While the discussions mentioned above are continuing, an interim scheme for the regulation of cotton textile imports into the United Kingdom will be effective as from January 1, 1966. Details of this scheme are contained in Notice to Importers No. 1132 issued by the Board of Trade, Import Licensing Branch, which is given above. The object of the interim scheme is to keep trade moving while discussions with other countries are proceeding.

Imports of textiles from China—1966

THE BOARD OF TRADE, in Notice to Importers No. 1134, dated December 18, have announced that the arrangements set out in Notice to Importers No. 1091 for imports from China of the goods specified below will be continued for a further period.

The full coverage of these quotas for the year January 1 to December 31, 1966, will be as follows:

A. Yarns, threads and woven fabrics, wholly or mainly of cotton or rayon, or of mixtures of cotton and rayon, for home consumption	£150,000
B. Loom-state woven fabrics wholly or mainly of cotton or rayon, or of mixtures of cotton or rayon, for processing and subsequent re-export	See paragraph 4
C. Manufactures of cotton, linen and man-made fibres *Other than*:	
(a) Yarns, threads and fabrics	
(b) Stockings, socks and footwear	
(c) Carpets, rugs, mats and other floor coverings	
(d) Lace and lace net, and any article containing lace or lace net	
(e) Gloves	
(f) Embroidered linen handkerchiefs and handkerchiefs wholly or mainly of cotton	£220,000
(g) Towels wholly or mainly of cotton	
D. Towels wholly or mainly of cotton (not more than £60,000)	
E. Handkerchiefs wholly or mainly of cotton, but not containing lace or lace net (not more than £24,000)	
F. Fabrics wholly or mainly of silk	£650,000
G. Embroidered linen handkerchiefs	See paragraph 6.

Quotas A, C, D and E

Licences under quotas A, C, D and E will be issued on application to traders who have held licences issued against the corresponding quota for the current period, and will be equivalent to those licences. In view of the pressure on these quotas, **it is regretted that no provision can be made for newcomers.**

Quota B

Licences in respect of cotton and/or rayon fabrics intended for re-export under the Customs Processing Regulations will be issued on application to the full value requested.

Quota F

Licences under quota F will be issued on application to traders who have held licences issued against the corresponding quota under the terms of Notice to Importers No. 1091. Such previous licence holders will receive an initial allocation equal to approximately three-quarters of the value of their licence (or licences) for the current period, and may re-apply when orders have been placed for 90 per cent or more of the value of the initial licence.

Applications may also be considered from traders who have not previously participated in this quota and who can establish a direct interest in importing silk fabrics.

Quota G

Licences for embroidered *linen* handkerchiefs will be issued on application to the full value requested up to a limit of £3,000 for an initial application. Further applications may be made when orders have been placed for 90 per cent or more of the value of the initial licence.

Applications for licences (**separately for each quota**) should be made on form ILB/A and be sent to reach the Board of Trade, Import Licensing Branch, Hillgate House, Old Bailey, London, E.C.4, not later than January 10, 1966. Page 1 of the application form should be completed and page 2 left blank; on page 3 **and copies,** the applicant's name, full postal address and reference number (if desired) and the country of origin (China) should be inserted.

A further Notice, on the subject of other imports from China in 1966 will be issued when final details have been settled.

HM Customs and Excise annual report

THE ANNUAL REPORT of the Commissioners of HM Customs and Excise for the financial year ended March 31 was published on December 15 (HM Stationery Office, price 12s. 6d.). The total revenue from Customs and Excise duties and from purchase tax increased by £405 million over the previous year to £3,171 million. This represented 42½ per cent of the yield of central Government taxation.

There were increases in the consumption of all the main revenue-producing goods. This occurred in spite of the fact that there were two budgets during the year, both of which increased the rates of indirect taxation. (The April 1964 budget increased the duty on tobacco and on alcoholic drinks, and the November 1964 budget increased the duty on light oils and diesel oil for road use; it also introduced the temporary charge on imports.)

Dealing with protective duties, the report showed that the steep rise in import prices and in the volume of imports during the earlier part of the year contributed to an increase of £16½ million in receipts, which totalled £179 million (rather less than 6 per cent of the total). On temporary charge on imports it showed that the receipts during the part of the year for which the charge was in force were £77 million. Under the export rebate scheme introduced in October 1964 to rebate the burden on exports of certain indirect taxes, it is estimated that the average rate of rebate (for all exported goods) is about 1.9 per cent. Since the introductory period (claims are made and paid quarterly), the amount of rebate paid to exporters has been running at about £1½ million each week.

HM Customs and Excise Statistical Office change of address

THE Statistical Office of HM Customs and Excise is to move from 23-27 Brooke Street, Holborn, London, E.C.1, to a new building at Southend-on-Sea. The move will be completed by January 31, 1966. Correspondence for delivery on or after that date should be sent to the new address:

The Controller, HM Customs and Excise, Statistical Office, Portcullis House, 27 Victoria Avenue, Southend-on-Sea, Essex. (Tel. Southend (OSO 2) 49421).

Subscribers to the Bill of Entry service of the Statistical Office should note that this particular Section will be at the new address from January 24, 1966.

The Tourist Publicity Materials (Amendment) Regulations 1965

THE Commissioners of Customs and Excise have made the Tourist Publicity Materials (Amendment) Regulations 1965 (Statutory Instrument No. 2041/65). These Regulations, which came into operation on December 15, 1965, extend the period during which certain temporarily imported tourist publicity materials may be retained in this country without payment of Customs duty or purchase tax, from 12 months from the date of importation to 18 months from the date of delivery on importation without payment of duty or tax.

This extension gives effect to a decision of the Council of the Organization for Economic Co-operation and Development (OECD) which has been accepted by HM Government. Copies of the Regulations may be obtained from HM Stationery Office at the usual addresses.

Prohibition of oil supplies to Rhodesia

THE PRIME MINISTER'S office announced on December 17 that HM Government are determined to bring to an end the illegal regime in Rhodesia and have already taken a series of economic and financial measures to this end.

After careful examination they have now decided to take two further measures, which relate to petroleum products.

First, HM Government, exercising the power conferred upon them by Parliament which is the sovereign legislature for Rhodesia, are prohibiting the import of oil and oil products into that territory.

Secondly, British nationals are being prohibited from supplying or carrying oil and oil products for Rhodesian use.

An Order-in-Council has been made to give immediate effect to these prohibitions.

To safeguard essential supplies to Zambia, HM's Government have decided after consultation with the Governments of Zambia and Tanzania to institute an airlift of oil products to Zambia without delay.

Rhodesia: Exchange Control

HM TREASURY announced on December 17 that in future residents of Rhodesia will be required in general to pay in a convertible currency other than sterling for services of a commercial character and any goods purchased by them from the United Kingdom. HM Government are suggesting to other members of the Sterling Area that they follow a parallel policy. This measure is taken by the Treasury because the illegal regime in Rhodesia (which is no longer within the Sterling Area) has been insisting that certain members of the Sterling Area pay in currencies other than sterling for imports from Rhodesia.

Up to today exports of goods and services to Rhodesia from the UK or other Sterling Area countries, so far as permitted by the Governments concerned, could be paid for from Rhodesian sterling accounts. Henceforward, with the exceptions mentioned below, permission for such payments will not normally be given.

The action is taken under the Exchange Control Act 1947. A Statutory Instrument has been made today which prescribes that exports from the UK to Rhodesia shall be paid for in a specified currency. The existing requirement that payment be made before shipment remains in force.

Exceptions

Permission will normally be given for payments from Rhodesian sterling accounts in respect of goods shipped before December 18 and services supplied under a firm contractual or equivalent arrangement entered into before December 18, where such goods or services are purchased by residents of Rhodesia from the United Kingdom or other Sterling Area countries. The exception in regard to contracts relating to services will not apply to renewals of contracts after December 18.

Permission will continue to be given for payments to be made in sterling from Rhodesian sterling accounts to residents of the United Kingdom or other Sterling Area countries for pensions and other items of a personal character.

Note:

The specified currencies are: Austrian schillings, Belgian francs, Canadian dollars, Danish kroner, Deutschemark, French francs, Italian lire, Japanese yen, Netherlands guilders, Norwegian kroner, Portuguese escudos, Spanish pesetas, Swedish kroner, Swiss francs and United States dollars.

Another record tourist year for Britain

BRITAIN ATTRACTED 207,000 foreign visitors in September – 24,000 more than in the same month of record-breaking 1964, reports the British Travel Association. The September arrivals brought the total number of foreign visitors to Britain in the first nine months of this year to 1,835,000 – an increase of 211,000 (13 per cent) on the same period of 1964.

Visitors from the United States in September numbered 80,000, compared with 68,000 in the same month last year. They brought total United States arrivals in the first nine months of 1965 to 582,000 – a rise of 76,000 (15 per cent) on the period.

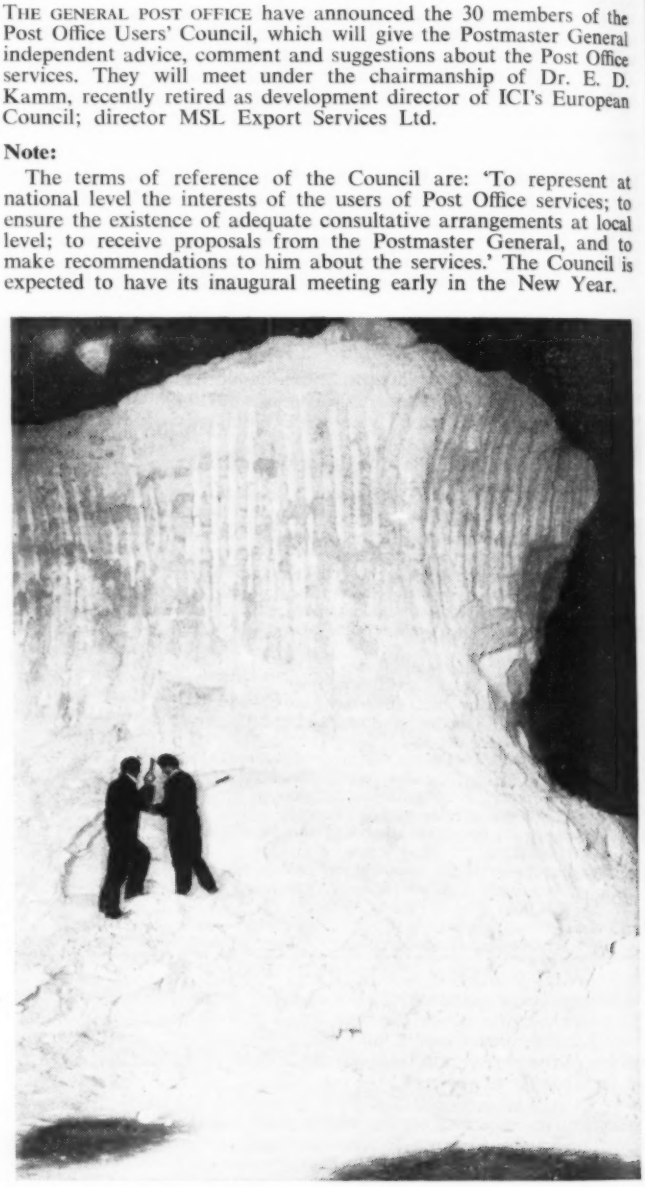
European visitors during the month totalled 107,000. This was an increase of 11,000 on September 1964, and brought the total number of European visitors in the first nine months of the year to 1,112,000 – a rise of 127,000 (13 per cent) on the January-to-September period of 1964.

Post Office Users' Council

THE GENERAL POST OFFICE have announced the 30 members of the Post Office Users' Council, which will give the Postmaster General independent advice, comment and suggestions about the Post Office services. They will meet under the chairmanship of Dr. E. D. Kamm, recently retired as development director of ICI's European Council; director MSL Export Services Ltd.

Note:

The terms of reference of the Council are: 'To represent at national level the interests of the users of Post Office services; to ensure the existence of adequate consultative arrangements at local level; to receive proposals from the Postmaster General, and to make recommendations to him about the services.' The Council is expected to have its inaugural meeting early in the New Year.



Not the final stage in the ascent of a snow-covered Swiss peak, but preliminary drilling for removal of a 4,000-ton 'mountain' of fertilizer which had hardened to a rock-like state in a hangar owned by Ingham Agricultural Services of Lincoln. The job of disintegrating and carting away the 30-foot high 'massif' – intricate because the hangar must not be damaged and the fertilizer was to be returned to a chemical works for reprocessing and packing – was carried out in four days under the supervision of Mr. Thomas Walkley, director of Thomas Walkley & Sons (Explosives) Ltd., of Snelland, Lincoln.

Training board for furniture and timber industries

AN ORDER (Industrial Training (Furniture and Timber Industry Board) Order SI, 1965, No. 2028, HM Stationery Office. Price 9d.) made by Mr. Ray Gunter, Minister of Labour, setting up a further industrial training board under the Industrial Training Act, 1964, was presented to Parliament on December 8. This is the tenth order constituting an industrial training board and relates to the furniture and timber industries. It came into operation on December 9.

Mr. Gunter also announced Mr. Lawrence E. Neal, formerly chairman and managing director of Daniel Neal & Sons Ltd., as chairman of the board together with 18 members which will constitute the board.

Production engineering advisory service set up

A PRODUCTION Engineering Advisory Service is to be set up by the Ministry of Technology to help the engineering and allied industries to increase their productive efficiency. This was announced in a written Parliamentary answer on December 14 by Mr. Frank Cousins, Minister of Technology. The service will offer technical advice, training and assistance on new and improved production methods and will cover all aspects of production engineering – metal forming and cutting, engineering design, work study, factory layout, materials handling – and of automation. It is intended to be of particular help to small and medium-sized concerns. It will be operated by the Production Engineering Research Association as agents of the Ministry. The Association have considerable practical experience of this type of work and have operated a mobile service for their own members since 1953.

Note: The Production Engineering Research Association is one of the 48 co-operative industrial research associations grant-aided by the Ministry of Technology, which announced in June that its grant to PERA was being increased from a maximum of £95,000 to £195,000.

Information service for Hartlepools development

THE FIRST EDITION of 'Hartlepools Intelligence,' a digest of extracts from local and regional Press reports of likely interest to industrial developers, has been published by the Hartlepools Joint Industrial Development Committee. The six-page digest is intended as an information service to companies with development plans in hand and the North-east in mind. Companies already in touch with the Hartlepools will receive copies regularly.

'Hartlepools Intelligence' No. 1 reproduces reports and editorial comments on North Sea gas, unemployment, airport developments, industrial training, and port trade. Social amenities of the Hartlepools are reflected in extracts from reports on music, drama, sport, and youth work.

New lace-making factory opened in Irvine valley

MR. C. J. A. WHITEHOUSE, Principal Controller at the Board of Trade Office for Scotland, opened the new dyeing and dressing plant of Basford Dyers Ltd., at Darvel on December 16.

The company, a branch of Basford Dyers Ltd., of Nottingham, is considered a specialist in commission dyeing and dressing of Leavers and Raschell laces, and the Irvine valley was chosen for the factory in view of the twenty firms in the area already producing this type of fabric. The new factory can process upwards of 80,000 sq. yds. of material a week on single shift working, and there is plenty of room left for future expansion.

Thermalite announce new Scottish factory

THERMALITE YTONG LTD., manufacturers of autoclaved aerated concrete building blocks, have announced plans to develop a site at South Alloa, Stirlingshire, by the erection of a new £¾-million factory for the mass production of lightweight, loadbearing, insulating building blocks.

The site is situated on the South Bank of the River Forth and is ideally placed for deliveries to Glasgow, Edinburgh and the more heavily-populated areas of Scotland. The 20-acre site is within a development area and an Industrial Development Certificate and outline planning approval have already been obtained. Construction is planned to commence in May 1966 and the plant is scheduled to come into production in April 1967.

Marine inquiry

THE BOARD OF TRADE have directed that a formal investigation be held into the circumstances attending the collision between the mv 'Sir Joseph Rawlinson' ON 306069, the ss 'Danube VIII' ON 180863 and the dumb hopper barge 'Black Deep' ON 148709 in the Thames Estuary on September 28, 1965. A further announcement will be made when the date and place of hearing have been fixed.

Government bookshop in Manchester

HM STATIONERY OFFICE announce that the Government Bookshop in Manchester has moved from 39 King Street to new premises at Brazennose Street, Manchester 2.

GPO new communications film

THE General Post Office has added a new title to its 16mm. film library, Ship to Shore. This deals with the communications system which operates 24 hours a day between ships of all nations and sizes sailing on any ocean and the 12 Post Office radio stations located around the shores of Britain. On release the film will be available through the Central Film Library free of charge to suitable organizations.

FOR *YOUR* WORLD TRANSPORT
(*ANYTHING - ANYWHERE*)
WORLD TRANSPORT
20/22 EMERSON STREET
LONDON S.E.1
BRANCHES: MANCHESTER · BRADFORD · BIRMINGHAM · HULL
SHEFFIELD · LIVERPOOL · LEICESTER · STOKE
W T A L
Ask / 'WORLD TRANSPORT' *first!*
Tel: WATerloo 6996 • Telex: 28401 London
AGENCY LIMITED
AIRPORT OFFICES: LONDON · BIRMINGHAM · MANCHESTER
SOUTHEND YEADON · GATWICK

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry

WEDNESDAY, DECEMBER 8

HOUSE OF LORDS

Overseas market research aid

A questioner asked whether HM Government had decided in principle to contribute financially towards market research abroad; and, if so, what were the conditions on which such assistance was offered, and in how many cases such assistance had so far been offered and accepted. In reply, Lord Rhodes, Parliamentary Secretary, Board of Trade, said the Government had been contributing financially towards the cost of market research projects overseas on behalf of particular sectors of industry since early this year. The grant for the purpose was administered by the British National Export Council. For approved projects, the Council was prepared to refund up to 50 per cent of the cost of travel and accommodation overseas. Where a professional consultant or other outside agency was employed by the organization sponsoring the project, 50 per cent of the fee for professional services might also be refunded. Approval of the Council depended on, first, a clear definition of the subject of research; secondly, confirmation that the information sought was not already available from the Export Services Branch of the Board of Trade; thirdly, an undertaking to provide a report on the results of the research to HM Government and to the British National Export Council; and, fourthly, an undertaking to make the report available to all firms in the sector of industry concerned who were prepared to bear a fair share of the cost of producing it. Up till the present time, 28 market research projects have been accepted for financial assistance under the scheme, out of a total of 30 offered.

THURSDAY, DECEMBER 16.

Release of Indian-held cargoes

Mr. Douglas Jay, President of the Board of Trade was asked what steps are being taken in answer to the Indian Government's default on its undertaking to release a cargo of goatskins on the Ocean Enterprise on proof of British ownership. In reply Mr. Roy Mason, Minister of State, Board of Trade, said that the Indian Government had confirmed their undertaking to release cargoes detained during the recent conflict with Pakistan where neutral ownership can be established.

In reply to a further question as to whether he would take steps to terminate the Commonwealth preference granted on Indian goatskins, Mr. George Darling, Minister of State, Board of Trade, said that we had a contractual obligation to certain countries in the Commonwealth preference area to maintain this preference and, therefore, could terminate it without their agreement.

Complaints from holidaymakers

Asked what talks he had had with the Travel Trade Association and the Association of British Travel Agents in connection with their methods of dealing with complaints from holidaymakers, Mr. Roy Mason said 'When I receive complaints about unsatisfactory holidays which appear to deserve investigation, I refer them to the British Travel Association, the body sponsored by the Government to represent the tourist trades.'

Closer United Kingdom participation in EFTA

The President was asked if he would outline the plans of HM Government for encouraging closer British industrial participation in the benefits of the European Free Trade Association. In reply Mr. Roy Mason said that the President had taken special steps to bring to the notice of British exporters the opportunities provided by the progressive elimination of industrial tariffs in EFTA, and the services which the Board of Trade could offer them. The Export Council for Europe was working closely with the Board of Trade on this.

British overseas industrial investment

Mr. Roy Mason stated that an analysis of the return on British overseas industrial investment by industry and by area would be published in the *Board of Trade Journal* early next year.

GATT discussions on cotton textiles

The President made the following statement on the recent Geneva Conference discussions on the General Agreement on Tariffs and Trade long-term arrangements for cotton textiles. 'The meeting of the Cotton Textiles Committee of the General Agreement on Tariffs and Trade was engaged on a major review of the operation of the Long Term Arrangement on Cotton Textiles which was negotiated in 1962 and expires in 1967. Whether and on what terms the Arrangement may be renewed will be discussed by the Committee next year. Proposals by the United Kingdom for the regulation of our cotton textile imports after December 31 were also considered by the Committee and will be further considered at a meeting in the early months of 1966. In the meantime, we shall have bilateral discussions with countries which wish to elaborate the views they expressed in the Committee. An interim scheme for the regulation of imports during these discussions will come into effect on January 1. (*See page* 1500.)

Losses on Rhodesian trade

Asked what action would be taken by the Government to indemnify the Export Credits Guarantee Department against losses on Rhodesian trade following from the illegal declaration of independence, the President said: 'None. For those insured with it, ECGD covers such losses in the ordinary course of business.'

Removal of Patents Office

In reply to a question as to what representations he had received from the Association of Chartered Patent Agents and others against moving the Patent Office out of London; and what reply he has made, Mr. George Darling said that the Chartered Institute of Patent Agents and other interests had made known their objections to the removal of the Patent Office from London. They had been assured that their arguments would be carefully considered.

Scottish castings survey

The President was asked what study he had made of the survey carried out by the Scottish Council, Development and Industry (a copy of which had been sent to him) into the Scottish castings industry; and if he would take steps to encourage the local production of castings to meet the needs of new industries. In reply Mr. George Darling said: 'I am aware that this survey indicates that just under half the total consumption of castings in Scotland is from Scottish production. The decision whether or not to expand in Scotland is, of course, primarily a matter for the commercial judgment of the firms concerned. We are always glad to welcome new projects or expansions in development districts and these would be eligible for consideration for assistance under the Local Employment Acts.'

Exports to United States and Canada

Asked what action he was taking to correct the imbalance of trade between the United Kingdom and the United States and Canada. Mr. Roy Mason said that he had already described the actions being taken to increase our exports to the United States in an earlier reply to a questioner on November 25. The Government were similarly taking energetic steps to increase United Kingdom exports to Canada.

New jobs in the NE

Mr. George Darling replied to a number of questions, which are reported in *Hansard*, concerning the number of new jobs required in the North-East following pit closures in the area.

Robert Hough

WASTE PAPERS • ALL TEXTILE WASTES
RAGS • ROPES • JUTE • FLAX • HEMP
SISAL • MANILA • COTTON WASTE

VICTORIA HOUSE
NARROW STREET
LONDON E.14
Phone: EAST 5632/5
Telex: No. 21372
Cables:
PAPERSTOCK, LONDON, E.14

and at TEMPLE MILL • MARLOW • BUCKS • Tel: MARLOW 4488

PROPRIETORS: LIMEHOUSE PAPERBOARD MILLS LIMITED • MANUFACTURERS & PROCESSORS • IMPORTERS & EXPORTERS

RH
ESTABLISHED
1860

New Books

The Marketing of Industrial Products, edited by Aubrey Wilson. (237 pages. Hutchinson. 60s.). Working within the broad definition of industrial marketing as being all those activities concerned with purchases and sales of goods and services in industrial markets and between organizational buyers and sellers, the editor has brought together a team of 18 experienced practitioners to examine all the facets of the subject. All but one of the chapters were commissioned for the book and the result is a more balanced approach than is usual in a work of this kind. Beside chapters on such topics as industrial marketing research, industrial advertising and so on, chapters have been devoted to aspects that have previously received inadequate treatment in the literature, such as physical distribution, integration of marketing functions, and pricing policies. A bibliography for further reading, arranged in chapter heading order, forms a useful appendix.

The Cost Accounting Function, by T. K. Cowan. (355 pages. Sweet & Maxwell, 70s.). In a brief preliminary historical note the author traces the development of cost accounting principles from the clay tablets excavated from the ruins of Ur of the Chaldees, through the records of the Medici family to the problems of the modern industrial 'giants'. But in 20th century industry the live situation will always have unique features, and, unlike his predecessors, the cost accountant of today must appreciate that the same costs are not always relevant in all cirmumstances. The author of the book therefore points out that his aim is to provide general knowledge of the subject and to develop understanding, rather than to provide factors to be memorized and procedures capable of immediate adoption. He divides the book into four parts. The Introduction discusses such basic ideas as the relationship between financial accounting and cost accounting, and between integrated and memorandum systems. Part 2 is concerned with the elements of cost – materials, labour and expenses. The treatment of costing systems in Part 3 includes applications to small undertakings, including retail and farming enterprises. Part 4 discusses the aid of accounting in planning, control and decision-making. The final chapter is a consideration of the reporting function, including reporting systems and the preparation of special reports.

International Organizations in the Social Sciences. A summary description of the structure and activities of non-governmental organizations specialized in the social sciences and in consultative relationship with Unesco (categories A and B). Revised edition, with an introduction by T. H. Marshall. (147 pages. 8s., by post 8s. 9d., from HM Stationery Office and Government bookshops). Issued as volume number 21 in Unesco's *Reports and papers in the social sciences* series, this third edition differs a little in scope from its predecessors. The organisations come within the fields of economics, political science and international relations, psychology, sociology, demography, statistics, law, mental health and public opinion research. The categories A and B mentioned on the title page refer to international organisations that are 'consultative and associate' and have 'information and consultative' relations with Unesco respectively. International organisations falling into category C, 'mutual information' have been omitted from this directory on the grounds that they are either in no direct consultative relationship with Unesco or because their fields of competence are so narrowly defined that it is assumed their specialists can readily obtain necessary information on their own international organisations. This policy has led to a reduction in the number of entries from eighteen in the second edition to fourteen in the third edition. This is a pity for a major purpose of any directory is to direct the *uninformed.* Libraries with more than a passing interest in the social sciences will still find valuable information in the second edition, for although the four organisations omitted in the third edition all appear in the *Yearbook of International Organizations* their treatment, of necessity, is not nearly so comprehensive as that in the Unesco directory.

Western Gateway; a history of the Mersey Docks and Harbour Board, by Stuart Mountfield. (228 pages. Liverpool University Press. 30s.) The custodianship of the port of Liverpool during the eventful period from 1857 has been full of interest, not only for the inhabitants of Merseyside, but also for a wider circle of those interested in shipping and commerce. This book, written by a man who spent his whole working life in the service of the Mersey Docks and Harbour Board, rising to be its General Manager from 1957 to 1962, describes in considerable detail its history and policies. Among the matters dealt with are the development of the docks themselves, the improvement of the channels, pilots and pilotage, relationships with the Manchester Ship Canal, and the upheavals caused by the two world wars and their aftermaths. The book is well illustrated and contains plans of the dock estate and charts of Liverpool Bay at various dates, lists of members of the Board and of its chief officers, and a 14-page index.

British Hospitals Overseas. (128 pages. Trafalgar Press Ltd., 9 Catherine Place, London, S.W.1, 20s. post free in the United Kingdom.) The British Hospitals Export Council was formed in April 1964 with the object of assisting in the promotion of the design, construction and equipment of hospitals overseas, using British goods and services. This attractively presented volume, of which 1,300 copies are being distributed free to Ministers of Health, Directors of Medical Services and other senior officials in 120 countries, represents a major effort in the realisation of these aims by showing British expertise in this field. Included are descriptions, with plans and illustrations, of ten of the hospitals recently designed, constructed and equipped with the help of British skill and production in Asia, Africa, Cyprus and Jamaica, as well as similar descriptions of five new hospitals in Britain. In addition there are a number of technical articles: lists of architects, consulting engineers, and building and civil engineering contractors who have been concerned with hospital projects overseas, with the names of the hospitals that they have worked on; and lists of the members of the Export Group for the Constructional Industries, the Medical Instruments Group of the Scientific Instrument Manufacturers' Association, and the British Surgical Trades Association Export Group. A five-page bibliography is evidence of the great attention that has been paid in this country in recent years to every aspect of the planning, design, equipping and administration of hospitals. Included are many of the publications of HM Stationery Office, in particular the series of *Hospital building bulletins, Hospital building notes, Hospital equipment notes* and *Hospital technical memoranda* and the monthly *Hospital abstracts* (annual subscription, £4 2s.); the publications of such bodies as King Edward's Hospital Fund, the Nuffield Provincial Hospitals Trust and the Sheffield Regional Hospital Board; as well as a number of books issued by commercial publishing firms.

Investment Funds in Operation, by Gunnar Eliasson (161 pages. National Institute of Economic Research (Konjunkturinstitutet), Stockholm, Sw. Kr. 7). The Swedish investment funds system dates from 1938, although it assumed its present form only in 1963. The system functions as follows. In years when business is flourishing, firms may set aside a proportion of their gross profits, free of tax, to an investment fund. During a period of recession the funds can be released by the labour market authorities or the Government to secure a net increase in the level of employment. The funds released in these circumstances must be used for 'eligible construction works, to produce or procure necessary equipment, and, to some extent, to produce goods to be used when business prospects improve'. A brief historical review and outline of the present legislation is followed by a discussion of the benefits derived from an investment funds release, and of the macroeconomic aspects of the investment funds system. The remainder of the book is concerned mainly to evaluate the effects of the general release of investment funds made during 1962-63, to prevent an anticipated recession in the Swedish economy. The information used was obtained from questionnaires completed by firms who used the funds released. There is a detailed account of the methods of measurement used, as well as of the findings of the investigation, and problems of interpretation of the data collected. The principal findings were: the release of funds can have a powerful impact of short duration at short notice; the system can act both as a deterrent to spending in periods of business upswing and as a stimulator when business is slack; its operation can be tempered gradually over the business cycle; its effects can be made selective; the system functions effectively by voluntary co-operation between government and industry both during periods of fund-accumulation and periods of fund-release. The questionnaires used and the tabulations of data collected are included as appendices.

Jardine, Matheson & Company, An Historical Sketch; Being an Account to Show the Circumstances in which the Company came into Being and How it was Consolidated over the Last Century. (64 pages. Jardine, Matheson & Company Ltd., 3 Lombard Street, London E.C.3. Free.) This booklet deals with the foundation and early growth of the company. Illustrated with full-colour reproductions and some ink sketches, the book gives examples of some of the problems with which the early traders had to deal. It covers the early history of Hong Kong, in which colony Jardines were one of the first to set up in business, and shows how the company gradually expanded from trading to banking, insurance, shipping and the many trade-supporting activities in which they are engaged today. Another brochure recently released by the company, **Jardines Today** (38 pages. Free) provides an interesting contrast to the historical sketch, and gives an up-to-date picture of the current activities of the company.

Other publications

KEMPE'S ENGINEERS YEAR-BOOK FOR 1966, 71st edition, edited by C. E. Prockter under the direction of B. W. Pendred. 2 volumes. Morgan Brothers (Publishers) Ltd., 28 Essex Street, Strand, London, W.C.2. 95s., by post 98s. 6d., for the 2 volumes in a case.

WEST AFRICAN DIRECTORY 1965-6: Government, Finance, Industry, Agriculture, Social Economy, Education, Trade and Commerce. 672 pages. Thomas Skinner & Co. (Publishers) Ltd., St. Alphage House, Fore Street, London, E.C.2. 42s.

Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below.

Northern Region
Wellbar House, Gallowgate,
Newcastle-upon-Tyne, 1. (Tel. Newcastle 27575. Code: ONE 2. 27575. Telex No. 53178.)
Sub-Office for Cumberland and Westmorland:
West Riding House, 4 Oxford Street, Workington, Cumberland. (Tel. Workington 3788.)
R. Wood.

Yorkshire and Humberside Region
City House, Leeds, 1. (Tel. Leeds 38232
Code: OLE 2. 38232. Telex No. 55472.)
E. Atherton.

Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 6271. Telex No. 25991.)
D. A. Wilson, C.B.E.

London and South Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 4355. Telex No. 25991.)
J. W. Stoodley.

South Western Region
Prudential Buildings, Wine Street, Bristol, 1.
(Tel. Bristol 294821.
Code: OBR 2. 294821. Telex No. 44214.)
M. Weber.

Wales
Government Buildings, Gabalfa, Cardiff. (Tel. Cardiff 62151. Code: OCA 2. 62151. Telex No. 49267.)
R. W. Daniel, C.B.E.

Midland Region
Somerset House, 37 Temple Street, Birmingham, 2.
(Tel. Birmingham Midland 8221.
Code: 021. MID 8221. Telex No. 33702.)
P. J. L. Homan.

North Western Region
76 Newton Street, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. Telex No. 66104.)
R. J. Forbes, C.B.E.

Scotland
314 St. Vincent Street, Glasgow, C3. (Tel. Glasgow City 2855. Code: 041. CITy 2855. Telex No. 77583.) District Office: 29a High Street, Inverness. (Tel. Inverness 30867/8. Code: OIN 3. 30867/8.)
C. J. A. Whitehouse, O.B.E.

Northern Ireland
Ministry of Commerce (Northern Ireland), Chichester House, Chichester Street, Belfast.
(Tel. Belfast 28271. Code: OBE 2. 28271. Telex No. 74578.)
H. E. Jones, C.B.E.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for firms outside London is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems.

GEEST LINE

FOR THE FAST DIRECT SERVICE

TWICE EVERY WEEK TO
BARBADOS &
THE WINDWARDS
Dominica 8 days ■ Barbados 9 days
Grenada 11 days ■ St. Lucia/St. Vincent 12 days
Sailing from PRESTON & BARRY

Head Office: Geest Industries Ltd., Spalding, Lincs. Tel: Spalding 3901
Grams: Geest, Telex, Spalding. Telex 32235
Port Offices: No. 2 Dock, Barry, Glamorgan. Tel: Barry 4121. Telex 49428
Albert Edward Dock, Preston, Lancs. Tel: Preston 29261. Telex 67642

Agents:
Killick, Martin & Company Ltd., Dunster House, Mark Lane, London, EC3. Tel: Mincing Lane 3100. Telex 28424
Killick, Martin (Southampton) Ltd., Havelock Chambers, Queens Terrace, Southampton. Tel: 28771. Telex 47633
A. H. Seale & Company Ltd., St. Martin House, Bull Ring, Birmingham, 5. Tel: Midland 9051
R. M. Beveridge & Company Ltd., 200 St. Vincent Street, Glasgow, C1. Tel: Central 3615/6. Telex 778118
54 Commercial Street, Dundee. Tel: Dundee 22131. 64 Constitution Street, Leith, Edinburgh. Tel: Leith 1557

Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1966	Stores	Location	Auctioneers
Jan. 7	Miscellaneous stores and equipment	No. 35 Maintenance Unit, R.A.F., Heywood.	Brady & Son (AFD 1), 17 Warren Street, Stockport. (Tel. Stockport 2252).

The above sale will include:

Radio and Electrical: Cable, relays; electric motors; electric irons; radio equipment; salvage radar equipment; portable compressors; vacuum cleaners; electrically heated food containers; antenna masts; test equipment; radio valves; switches, etc.

Fabrics: Salvage clothing; canvas covers; salvage rubber tyres and tubes; rubber mainplane mats; tarpaulins, etc.

General stores: Plated tea and coffee pots; aluminium basins; kitchen and other scales; metal racking components; bins and dividers; motorized and other bread slicing machines; steel frying pans; roller conveyors; air servicing, bomb, air cooling and other trolleys; aluminium ashtrays; large wooden crates; aircraft fuel tanks; metal handcarts; steel safes; oil cooking stoves with spares; workshop equipment; large quantity of metal framed stacking chairs; Kee Klamp pallet assemblies; Salter spring balance (capacity 5 tons); insecticide sprayers; hydraulic jacks; metal bedsteads and miscellaneous furniture; motorized roadsweeper; ladders; de-icing fluid; mechanical handlers; Avery weighing machines – aircraft, 10,000 lb.; portable spraying plants and miscellaneous ground equipment of all types.

Jan. 12	Miscellaneous stores and equipment	No. 16 Maintenance Unit, R.A.F., Stafford	South & Stubbs (AFD 1), 28 Eastgate Street, Stafford. (Tel. Stafford 2331).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*).

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1966	Stores	Location	Auctioneers
Jan. 20	Heavy duty compressors; pneumatic tools; machine tools and spares; photographic equipment and stores; test instruments; sewing machines; trailers; miscellaneous stores, etc.	Technical Stores Depot, Old Dalby, Melton Mowbray, Leics. (*Sale at Melton Mowbray*).	Shouler & Son (Dept. L), 1 Norman Street, Melton Mowbray. (Tel. Melton Mowbray 3081).
Jan. 25	Electrical equipment:	Central Ordnance Depot, Bicester, Oxon	Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel. Bicester 2073).

Camera spares; 100 binoculars 7 x 50; electronic valves; Staffa hand operated crane (2-tons capacity); Booth steam loco crane, 4 ft. 8½ in. gauge 5-ton; telephone equipment; old tyres; M.T. spares; miscellaneous saddlery; 16,000 wooden forms; boots; pedal cycle spares; 5-tons curled hair; worsted yarn; 1,400 hot water bottle covers; various chemical stores; miscellaneous sparking plugs; 1,100 pairs bedroom slippers; furniture and kitchenware; miscellaneous stores.

Feb. 8	Machine tools, plant and equipment and miscellaneous stores, including:	Royal Ordnance Factory, Royal Arsenal, Woolwich, London, S.E.18.	Fuller, Horsey Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861).

Radio spares; four tar and bitumen oil fired heaters (250 gal. capacity); Johnson 22 h.p. petrol outboard motors; jerrycan filling machines; motor driven portable air conditioners; old tyre covers; GEC electric furnace; Millar concrete mixer; three dolly converters (2-wheeled); furniture, clothing; textiles.

Feb. 15	Vehicles including:	Ordnance Storage & Disposal Depot, Ruddington, Nottingham.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. Nottingham 54272).

limousines; saloon cars; estate cars; dual purpose vehicles; excavators; tractors, trucks; earth moving equipment; Land Rovers, etc.

Catalogues for the sales shown above may be obtained from the relevant auctioneers 14 days prior to the date of sales. Price 1s. 0d. (*Postal Orders only*)

MINISTRY OF DEFENCE

Full Sutton, East Riding of Yorkshire, 11 miles York, 2 miles Stamford Bridge, 5 miles Pocklington, R. M. English & Son Ltd., will sell by auction at The Feathers Hotel, Pocklington, on Wednesday January 26, 1966, at 3.00 p.m.: 490·091 acres of excellent Freehold Agricultural Land mostly with Vacant Possession.

Three T.2 Hangars and Buildings and Land, suitable for a variety of Industrial, Distribution or Storage Purposes, and being the major portion of the former: Full Sutton Airfield.

The land is for the main part productive free working arable, excellently drained, and suitable for all Cash, Root and cereal crops.

Vacant possession of all but 24·341 acres on completion.

The buildings include three T.2 Hangars each 240 ft. by 122 ft. and at present let on annual tenancies at a total rent of £4,200 per annum.

The remainder of the buildings together with a site of 17·956 acres include four Romneys, Marston span roofed steel framed shed 76 ft. by 46 ft. and a very considerable number of permanent brick built asbestos roofed buildings, two Nissen buildings, intersected by convenient roads with vacant possession on completion. To be offered in 15 convenient lots.

For Catalogues and permission to view apply to the Auctioneers: R. M. English & Son Ltd., Market Street, Pocklington, Yorks. (Tel. Pocklington 2106 and 3198).

(*Continued on page* 1509)

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive catalogue which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section (Her Majesty's Stationery Office), Room D44, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £million			
Value in base year, £m.	20,085	—	16,050	15,373	15,373	9,140	3,478	922	688	591	1,205				
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	113	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	114	115	127	123	114	100	128	119	131	141	124	+ 76	+ 33	+22	+14
1963	118	119	135	130	119	103	132	108	140	145	133	+177	+ 89	+29	+55
1964	124	128	145	139	123	106	153	121	164	184	152	+482	+332	+44	+47
1964															
1st quarter	123	127	142	136	123	105	146	116	156	178	143	+ 87	+ 79	+ 2	+ 3
2nd quarter	124	128	143	137	122	105	152	121	155	184	155	+164	+126	+ 5	+12
3rd quarter	124	128	146	140	123	106	155	121	169	187	153	+123	+ 77	+ 6	+17
4th quarter	126	130	147	142	125	107	159	128	174	186	156	+108	+ 50	+31	+15
1965															
1st quarter	128	132	151	146	127	108	158	138	162	189	159	+ 56	+ 49	—11	+11
2nd quarter	126	131	152	145	123	107	159	127	164	182	164	+ 85	+ 83	—15	+ 6
3rd quarter		132*				108		130*	153*				+ 71*	+ 9*	+19
1965															
April	..	131	..	..	..	106	..	..	..	..	..	..	..	..	..
May	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
June	..	130	..	..	..	107	..	..	..	..	..	..	..	..	..
July	..	132*	..	..	..		..	..	..	..	..	..	..	..	..
August	..	132*	..	..	..	108	..	..	..	..	..	..	..	..	..
September	..	131*	..	..	..		..	..	..	..	..	..	..	..	..
October						108									

	ORDERS		PRICES AND COSTS					LABOUR				IM-PORTS	EX-PORTS	BAL-ANCE OF PAY-MENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average (seasonally adjusted)	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices													
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands				1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—					3,836	3,250	
1960	120	136	110·7	+1·0	104·5	116·0	122·5	336	212	+55	..	121	112	—273
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	+ 1	..	119	117	— 14
1962	117	100	119·3	+4·2	103·0	120·6	136·2	422	149	—64	..	121	120	+ 93
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	— 5	..	130	130	+105
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	+77	..	149	136	—412
1965								309*	265*	+44*				
1964														
1st quarter	141	121	123·2	+1·5	107·9	123·2	146·0	386	182	+25	— 5	146	135	— 78
2nd quarter	148	124	125·5	+2·8	107·8	124·2	147·7	368	230	+48	+33	148	135	—104
3rd quarter	153	113	126·5	+4·3	108·6	125·0	149·4	359	242	+12	+ 6	148	134	—127
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	228	—14	—34	149	139	—103
1965														
1st quarter	169	121	128·8	+4·5	109·7	128·3	153·8	306	233	+ 5	— 5	143	141	— 27
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	288	+55	+33	152	141	— 32
3rd quarter	166*	117*	132·6	+4·8	110·5*	129·9*	159·9	321	284	— 4	+ 6	153	147	
4th quarter								305*	255*	—29*	—34			
1965														
April	166	123	131·6	+5·5	110·9	128·9	155·3	299	274	+25	+14	149	143	..
May	165	123	132·1	+5·1	111·3	129·2	156·0	305	287	+13	+ 9	157	140	..
June	166	127	132·4	+4·9	110 7	129·3	157·2	309	302	+15	+13	148	139	..
July	166*	126*	132·4	+4·9	110·5	129·6	159·5	318	296	— 6	+ 3	152	154	..
August	166*	122*	132·7	+4·7	110·2	130·0	159·9	324	282	—14	— 9	157	144	..
September	165*	117*	132·8	+4·8	110·6*	130·1*	160·2	321	275	— 7	— 7	149	143	..
October		121*	132·9	+4·8	111·1*	130·1*	161·0	309	265	—10	—12	151	146	
November			133·5	+4·5	111·2*	130·2*	162·0	301	253	—12	—16	155*	152*	
December								304*	246*	—7*	—11			

† Not seasonally adjusted. * Provisional.

Car and commercial vehicle production in November

PRODUCTION of cars during November was moderately affected by strikes and the gas shortages in the Midlands. The recorded weekly average rate of production of cars in the four-week statistical period was 33,433 units and for commercial vehicles the rate was 8,799 units.

After allowing for seasonal factors, car production in November fell back from the October level and was much the same as the level for the first six months of 1965. Production, on a seasonally adjusted basis in the first 11 months of 1965 was 7 per cent less than the rate for 1964 as a whole.

Production of commercial vehicles in November, on a seasonally adjusted basis was lower than in October but was slightly higher than the level during the third quarter of 1965. After allowing for seasonal factors, the rate of production in the first 11 months of 1965 was the same as for the whole of 1964.

Car and commercial vehicle production figures

(Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included, but battery-operated road vehicles are excluded.)

Recorded production

Number

	No. of weeks	Passenger cars (including taxis)		Commercial road vehicles			
				Goods		Omnibuses, coaches and trolley-buses	
		Total	Weekly average	Total	Weekly average	Total	Weekly average
1963	52	1,607,939	30,922	385,717	7,418	18,064	347
1964	53	1,867,640	35,238	446,255	8,420	18,481	349
1964 1st quarter	14	518,133	37,010	118,577	8,470	5,057	361
2nd quarter	13	517,758	39,828	117,208	9,016	4,115	317
3rd quarter	13	376,784	28,983	93,986	7,230	3,949	304
4th quarter	13	454,965	34,997	116,484	8,960	5,360	412
1965 1st quarter	13	459,782	35,368	116,314	8,947	4,849	373
2nd quarter	13	488,676	37,590	121,964	9,382	4,625	356
3rd quarter	13	341,571	26,275	90,013	6,924	3,724	286
1964 September	5	165,497	33,099	43,330	8,666	1,807	361
October	4	142,512	35,628	37,073	9,268	1,684	421
November	4	148,184	37,046	37,254	9,314	1,779	445
1965 September	5	151,616	30,323	42,285	8,457	1 460	292
October	4	137,349	34,337	35,750	8,938	1,323	331
November	4	133,730	33,433	33,761	8,440	1,434	359

Table continued in next column

Production – seasonally adjusted

Monthly averages

Thousands

	Passenger cars	Commercial vehicles
1963	134·0	33·6
1964	155·6	38·7
1964 1st quarter	155·4	38·2
2nd quarter	155·3	38·8
3rd quarter	148·6	37·3
4th quarter	163·3	40·6
1965 1st quarter	143·4	38·9
2nd quarter	146·3	40·6
3rd quarter	133·4	35·0
1965 January	152·7	39·9
February	144·5	39·5
March	132·9	37·4
April	140·8	41·3
May	145·9	41·8
June	152·2	38·7
July	139·2	35·3
August	127·1	33·7
September	134·0	36·0
October	154·4	38·1
November	144·3	35·8
Average of:		
June to August	139·5	35·9
September to November	144·2	36·6
Percentage change	+3	+2

DEA progress report

THE DECEMBER ISSUE of the progress report issued by the Department of Economic Affairs includes a survey of the year's work of DEA, and articles on prices and incomes, the chemical industry and regional economic planning. Copies from Circulation Section (H), COI, Hercules Road, London, S.E.1.

Index of retail prices in November

AT NOVEMBER 16 the official index figure, which measures changes in the average level of retail prices, compared with the level at January 16, 1962 (taken as 100), was 113.6, compared with 113.1 at October 12. The rise in the index during the month was due mainly to increases, largely seasonal, in the prices of household coal and eggs.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HM Stationery Office, PO Box 569, London, S.E.1.

Monthly at £1 a year, post free:
Trailers for July 1965.
Rubber for September 1965.
Processed Man-made Continuous Filament Yarns for October 1965.
Wood Chipboard for October 1965.

Quarterly at 7s. 6d. a year, post free:
Metal-Working Machine Tools for April-June 1965.
Agricultural Machinery for July-September 1965.
Cutlery for July-September 1965.
Perambulators, Bed Folders and Push Chairs for July-September 1965.

GOVERNMENT SALES, *continued from page* 1507

No. 2 Radio School, R.A.F. Station, Yatesbury, near Calne, Wilts. Situate on the main A4 Bath to London road some 3 miles from Calne.

420 Sectional Timber Huts; all in excellent condition, mostly on Timber or Brick supports with timber floors. Two large steel framed 'Bellman' Hangars, 176 ft. by 96 ft., clad with heavy gauge galvanized iron. Hospital and cookhouse wings. Astra Cinema Building (of timber construction with asbestos roof). Camp Theatre (of timber and light galvanized iron construction). Riveted iron water storage tank 162,000 gallon capacity. Oil fuel tanks, 12,000, 10,000, 4,500 gallon capacity. 30,000 ft. of Overhead Steel heating piping in metal staunchions. Lighting poles. Chain link fencing. Kitchen equipment including: large refrigerators, cookers, hot plates, etc. Ornamental shrubs and trees which Tilley & Culverwell will sell by Auction (subject to the Conditions of Sale), at the R.A.F. Station, Yatesbury, on Tuesday and Wednesday, January 11-12, 1966, commencing at 11.30 a.m. on each day.

Further particulars from 14 Market Place, Chippenham, Wilts. (Tel. 2283).

Also to be sold at the above sale on Wednesday, January 12, 1966, at 2 p.m., the Underground Cabling, at R.A.F. Camp, Weston Zoyland (situate about 5 miles from Bridgwater on the A372 Road to Ilchester). Plans of this cabling may be inspected at the Auctioneer's Offices, 14 Market Place, Chippenham.

MINISTRY OF PUBLIC BUILDING AND WORKS

1966	Description of Goods	Location	Auctioneers
Jan. 4	Office and miscellaneous furniture, engineering and electrical equipment, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Store, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworths, 6 Snow Hill (2nd Floor), Holborn Viaduct, London, E.C.1. (Tel. City 1718 and 1828).

Catalogues, price 6d., are obtainable from the auctioneers. View days: day preceding the sale and morning of the sale.

Can you give as prompt delivery in USA as your American competitor?

You can - from your Georgia Ports Authority warehouse.

No need to use your own warehouse (although we can offer you low-priced building sites in our dock area). Savannah and Brunswick provide time and cost-saving storage. In bonded warehouses your cargo pays no duty until it moves out.

Staple fibers from Europe stacked on pallets for fast inland forwarding.

Inland transportation? No problem. By rail or truck your cargo reaches any destination in U.S.A. on regular schedules - smooth as clockwork.

Five railroads and 50 truck lines serve the entire South-East and Middle West. Our hinterland includes great and ever-growing cities like Minneapolis, Milwaukee, Chicago, Indianapolis and Atlanta. In the last 25 years, retail sales in Georgia have increased tenfold.

Within the last five years, the number of ships docking at Savannah and Brunswick is up 50%. Naturally, our port installations are keeping pace with this development.

Ask the Man from Georgia, Mr. Laurence W. Magrath. He knows and can tell you what the Georgia Ports offer.

THE PORTS OF GEORGIA
GEORGIA PORTS AUTHORITY

Laurence W. Magrath, European Director, 532 Bonn/Bad Godesberg, Ruengsdorfer Str. 53, Germany, Telephone: Bad Godesberg 69344

United Kingdom trade in November

A shortened version of this article appeared in last week's Board of Trade Journal.

Summary

Exports have continued to rise in recent months. The average level of imports has remained unchanged since the second quarter. The trade deficit this year has fallen to little more than half the average rate in 1964.

Trade balance

The trade deficit in November was £17 million, seasonally adjusted. For the three months September-November it averaged £22 million a month, against an average for June-August of £29 million a month. This improvement mainly reflects the rising trend in exports. In the first 11 months of this year the deficit has averaged £25 million a month, compared with £45 million a month last year.

TABLE 1 (A)
TOTALS
Seasonally adjusted values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade Balance
1964	368	475	13	—45
1964 1st quarter	367	469	12	—41
2nd quarter	365	477	13	—45
3rd quarter	363	476	14	—51
4th quarter	377	478	13	—41
1965 1st quarter	383	458	13	—13
2nd quarter	381	485	13	—40
3rd quarter	399	489	15	—25*
1965 June	376	472	14	—34
July	418	485	17	— 3*
August	391	501	15	—48*
September	388	476	14	—25*
October	394	484	15	—22*
November*	412	496	14	—17*
1965 June-Aug.	395	486	15	—29*
Sept.-Nov.*	398	485	15	—22*

*Provisional estimates.

TABLE 1 (B)
TOTALS
Recorded values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1964 1st quarter	371·4	477·7	12·8
2nd quarter	377·5	480·8	13·1
3rd quarter	338·7	460·4	12·0
4th quarter	383·2	482·0	13·3
1965 1st quarter	374·0	464·9	13.6
2nd quarter	401·7	487·0	14·0
3rd quarter	380·6	476·1	14·0
1965 October	391·8	488·0	15·1
November*	445·3	497·6	15·3

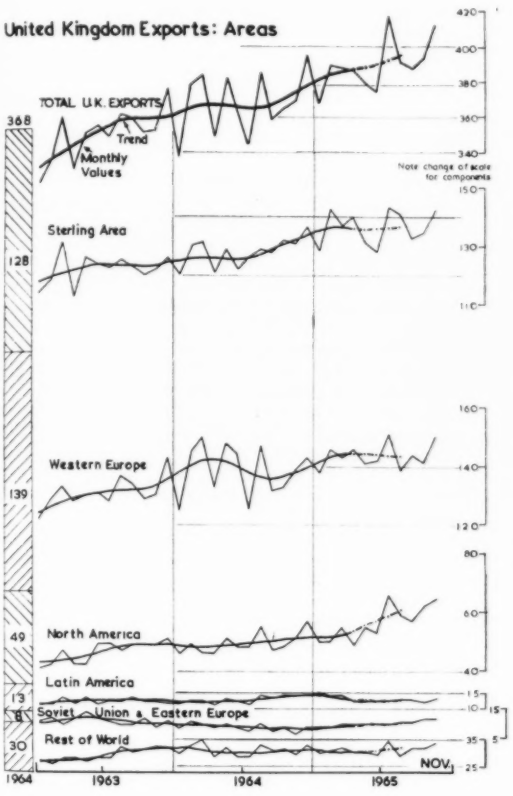
*Provisional estimates.

Table 2—United Kingdom exports: Areas

Seasonally adjusted £ million f.o.b. monthly averages or calendar months.

	Sterling Area	Western Europe			North America	Latin America	Soviet Union and Eastern Europe	Rest of World	Total
		Total	EEC	EFTA					
1964 4th quarter	133	138	74	52	52	14	7	31	377
1965 1st quarter	136	143	74	56	52	15	8	31	383
2nd quarter	133	143	75	55	53	12	9	30	381
3rd quarter	138	145	75	55	61	13	10	32	399
September	132	144	73	57	57	13	10	31	388
October	135	142	74	54	62	12	11	32	394
November*	142	150	78	56	64	13	11	33	412
June-Aug.	137	144	75	55	59	13	9	31	395
Sept.-Nov.*	136	145	75	56	61	13	10	32	398

*Provisional estimates.



Exports

Exports in November were £412 million, seasonally adjusted; they included high figures for aircraft and ships, which are particularly variable from month to month. In the three months September-November exports averaged £398 million a month, not quite 1 per cent above the rate in the preceding three months, and 4 per cent higher than the average over the first half-year. It seems that the underlying trend has continued to move upwards in recent months, but moderating after the sharp rise in the third quarter. In the 11 months January-November the average has been 7 per cent above the average of those months of 1964, and over 6 per cent higher than the rate for the whole year 1964.

In the most recent three months exports to the overseas sterling area were marginally lower than in the preceding three months; there was a sharp fall in exports to India. In the North American

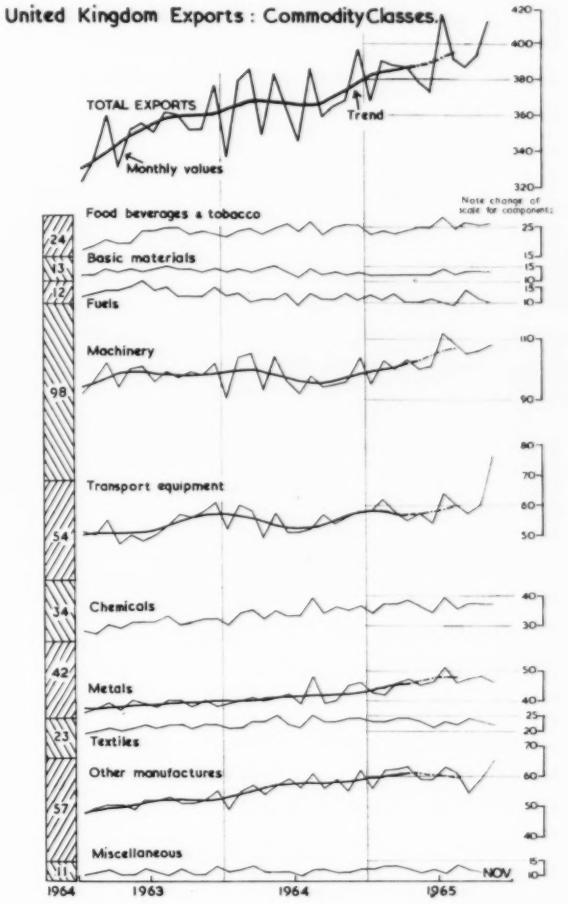
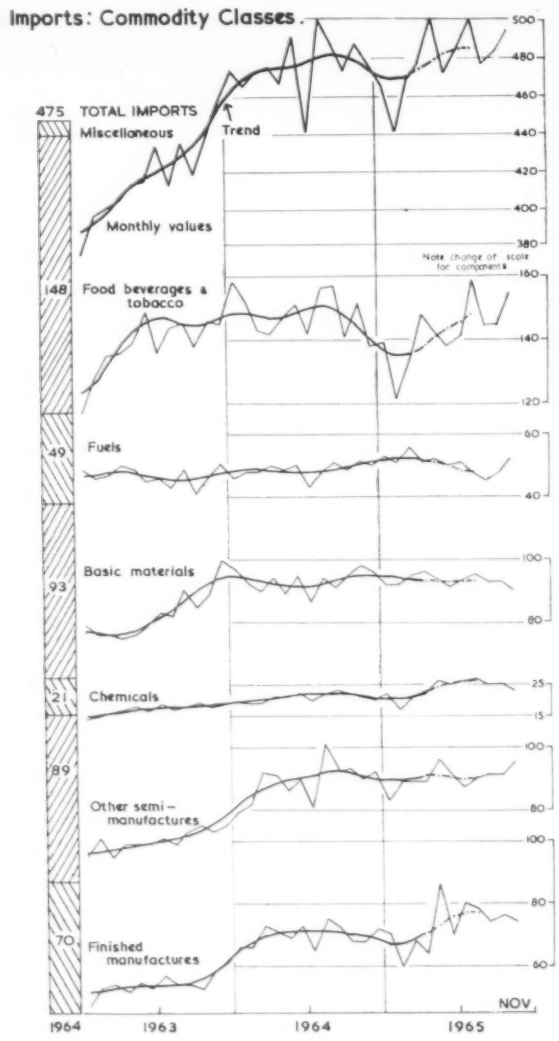


Table 3—United Kingdom exports: Commodity classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

	Food, beverages and tobacco	Basic materials	Fuels	Manufactures									Miscellaneous	Total
				Total	Machinery and transport equipment				Chemicals	Metals and misc. metal manufactures	Textiles	Other manufactures		
					Total	Machinery	Road motor vehicles	Other transport equipment						
1964 4th quarter	25	13	12	314	154	98	47	9	35	43	24	59	11	377
1965 1st quarter	23	12	12	322	159	100	46	14	36	44	23	60	13	383
2nd quarter	24	12	11	323	157	101	46	10	36	46	23	60	12	381
3rd quarter	26	13	11	337	169	109	47	12	37	48	23	59	13	399
September	26	13	14	323	161	105	46	11	37	47	24	53	12	388
October	25	13	11	334	167	107	47	13	37	48	23	59	11	394
November*	26	13	10	351	181	108	48	28	37	46	22	65	12	412
June-Aug.	25	13	10	335	167	108	47	12	36	48	23	61	12	395
Sept.-Nov.*	26	13	12	336	170	107	47	18	37	47	23	59	12	398

*Provisional estimates.



market exports to Canada have expanded further in the most recent period, while those to the United States have been fully maintained following the further sharp increase at about the middle of the year. Exports to EEC and EFTA countries have continued to show little change; but exports to the remaining countries in Western Europe have continued to increase. Exports to Soviet Eastern Europe and Japan have grown sharply.

In the commodity pattern of exports the increase in the three months September-November over the preceding period was largely in aircraft and ships. The category containing these ('other transport equipment') increased sharply by nearly one-half, or £6 million a month. Exports of machinery have shown little change in the last three months, but have been on average 6 per cent above the rate in the first half of this year. Exports of road motor vehicles have also shown little change recently, and exports of metals have eased back a little.

Imports

Imports in November were £496 million, seasonally adjusted. The monthly figures have fluctuated sharply this year, but with these irregularities averaged out there has been virtually no change in imports since the rise in the second quarter. The average in the three months September-November was £485 million a month, fractionally less than the rate in the previous three months. In the first 11 months of this year imports have averaged £479 million a month, about 1 per cent higher than the average for the year 1964.

The main increasing sector of imports in recent months has been food, with a rise of 5 per cent between September-November and the previous three months; this continued the growth from the low levels early this year and brought the recent monthly average back to the high rate of a year ago. Imports of industrial materials as a whole have shown little change. Though chemicals have fallen back from the high figures reached a few months ago, and basic materials have eased a little, these reductions have been offset by a recovery to second quarter rates in semi-manufactures (other than chemicals). The value of fuel imports has continued to fall a little. Imports of finished manufactures, after earlier substantial increases, fell back a little in the last three months (compared with the previous three). The reduction, however, was mainly in machinery, which, as in exports, is a variable category. It is too soon to judge whether there has been a change in trend.

By area, imports from North America were sharply lower in the latest three months, mainly reflecting a return to more normal levels of imports from the United States (which were very high in the summer months after delays in shipments earlier this year). Imports from Western Europe have been little changed in total, though with arrivals from the Common Market a little higher, and imports from EFTA countries on the whole somewhat lower. In the latest three months there were higher imports from the sterling area, Latin America and the Rest of the World.

(Text continued on page 1514

Table 4—Imports: Commodity classes

Seasonally adjusted £ million c.i.f. monthly average or calendar months

	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures	Miscellaneous	Total
			Total	Basic materials	Chemicals	Other semi-manufactures			
1964 4th quarter	143	51	209	96	21	92	69	7	478
1965 1st quarter	132	53	200	93	19	87	65	7	458
2nd quarter	144	51	211	94	25	92	73	6	485
3rd quarter	149	48	210	94	26	90	77	6	489
September	145	46	209	94	25	91	74	7	476
October	146	48	210	93	25	92	77	6	484
November*	155	52	209	90	23	95	74	6	496
June-Aug.	146	50	209	93	26	90	76	6	486
Sept.-Nov.*	148	49	209	92	25	92	75	6	485

*Provisional estimates.

ABLE TRANSLATIONS LIMITED
The technical translators with export marketing background
Send your business card or headed letter for our brochure 'SPEAKING INTERNATIONALLY' to
15 STONEHILLS HOUSE · WELWYN GARDEN CITY · HERTS
or ring our Managing Director at Welwyn Garden 23109

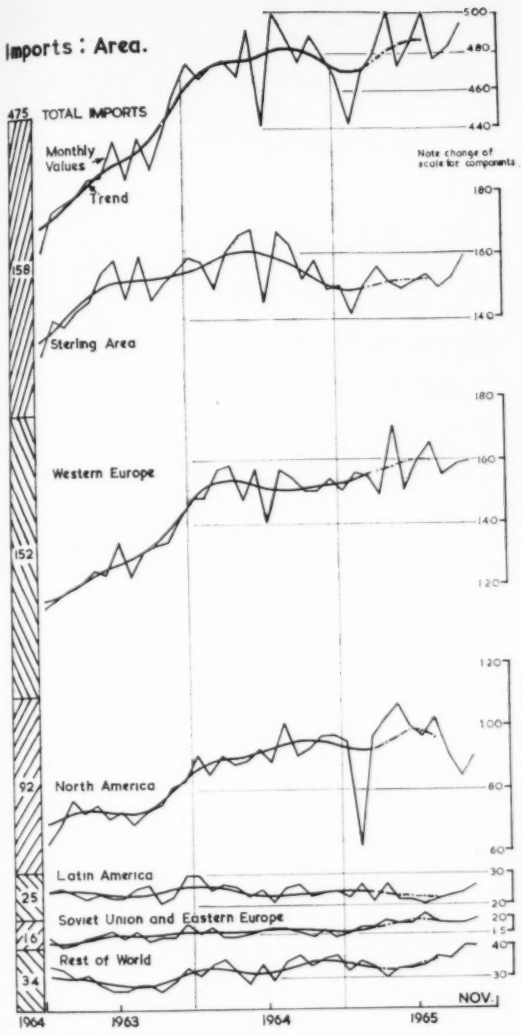


Table 5—Imports: Areas

Seasonally adjusted £ million c.i.f. monthly average or calendar months.

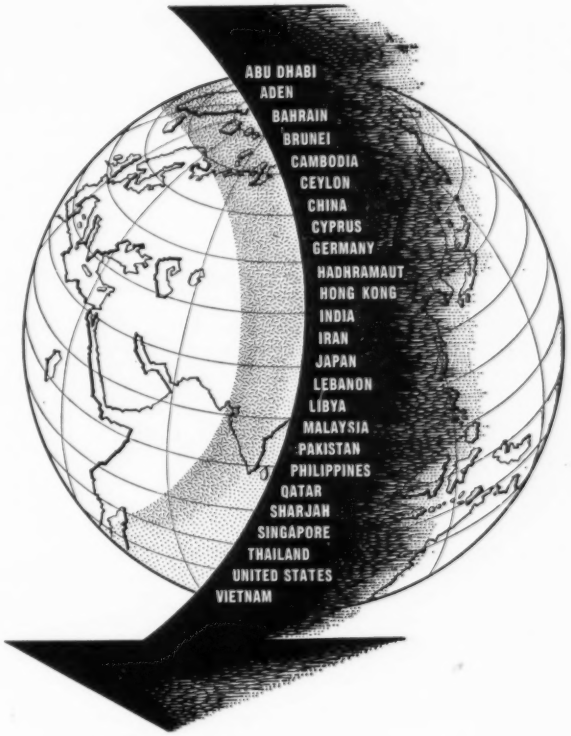
	Sterling Area	Western Europe	North America	Latin America	Soviet Union and Eastern Europe	Rest of World	Total
1964 4th quarter	152	151	96	24	16	36	478
1965 1st quarter	147	154	85	24	16	33	458
2nd quarter	153	157	103	24	19	32	485
3rd quarter	152	160	97	22	19	36	489
September	150	156	92	23	18	36	476
October	152	160	85	24	18	40	484
November*	159	159	89	26	19	40	496
June-Aug.	152	159	100	22	19	35	486
Sept.-Nov.*	154	159	89	24	18	39	485

*Provisional estimates.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

The best way to these EXPORT MARKETS



is through THE CHARTERED BANK

(Incorporated by Royal Charter, 1853)

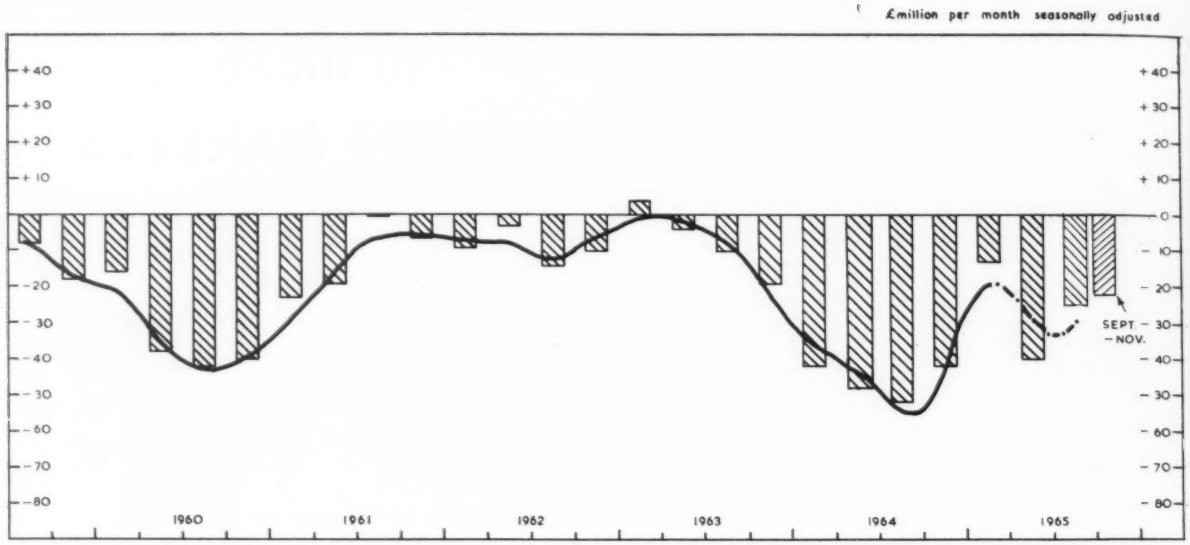
The Bank, its subsidiaries and associates are the largest British banking group in the East, having 250 offices in the territories, shown above.

THE CHARTERED BANK
Head Office: *38 Bishopsgate, London, E.C.2.*
Manchester Office: *52 Mosley Street, Manchester, 2.*
Liverpool Office: *28 Derby House, Exchange Buildings, Liverpool, 2.*

THE EASTERN BANK LIMITED
Head Office: *2 & 3 Crosby Square, London, E.C.3.*

ASSOCIATED BANKS: ALLAHABAD BANK LTD. (INCORPORATED IN INDIA)
THE IRANO BRITISH BANK (INCORPORATED IN IRAN)
THE COMMERCIAL BANK S.A.L. (INCORPORATED IN LIBYA)
THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)

THE TRADE BALANCE



NOTE: The level of the trend line for each month takes into account figures for the seven months before and after that month (For the period before the monthly series begins quarterly figures have been used) A provisional trend for the first four of the last seven months is shown by a broken line.

UNITED KINGDOM TRADE, *continued*

NOTES:

Trade balance

The figures for the trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which in-so-far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example, in allowance for goods not covered by the Trade Accounts.

Detailed particulars of United Kingdom imports, exports and re-exports will be published on December 31,* and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade† for January due to be published on or about January 28.

* Accounts relating to the Overseas Trade of the United Kingdom, November 1965. HM Stationery Office. Price 30s., by post 31s. 1d.

† Report on Overseas Trade. Published by HM Stationery Office. Price 4s., by post 4s. 5d. Annual subscription £2 13s.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, December 17, 1965.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

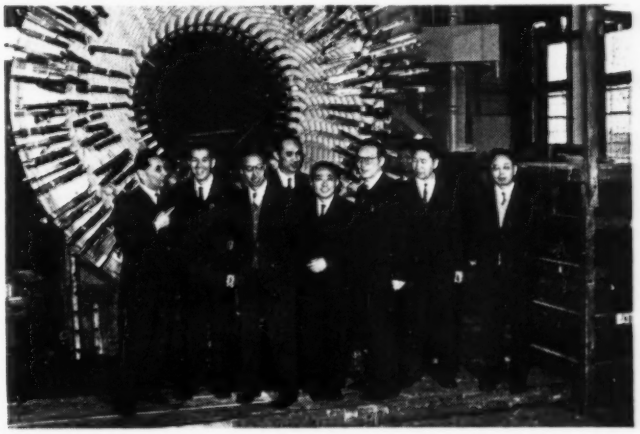
Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Thunderball	Br/E 30899	130	December 13	United Artists Corporation Ltd.	Eon Productions Ltd.
Look at Life Series 28:					
Jumping Jets	Br/E 30901	9	December 13	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Up Jumped a Swagman	Br/E 30903	88	December 15	Warner-Pathe Distributors Ltd.	Ivy Productions Ltd.
Nobody Waved Goodbye	Br/E 30904	80	December 15	Contemporary Films Ltd.	National Film Board of Canada
Kenojuak	Br/E 30905	20	December 15	" "	" "
Pathe Pictorial Series 573/585:					
Pathe Pictorial No. 573	Br/E 30906	8	December 15	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pictorial No. 574	Br/E 30907	8	December 15	" "	" "
Pathe Pictorial No. 575	Br/E 30908	8	December 15	" "	" "
Sands of the Kalahari	Br/E 30911	119	December 16	Paramount Film Service Ltd.	Pendennis Productions Ltd.
Movietone News 1905A	Br/E 30418	8	December 17	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1906	Br/E 30419	7	December 17	" "	" "
Pathe News 65-100	Br/E 30498	8	December 17	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 65-101	Br/E 30499	8	December 17	" "	" "
			FOREIGN		
Grand Canyonscope	F 30900	7	December 13	Walt Disney Productions Ltd.	Walt Disney Productions
Emil and the Detectives	F 30902	99	December 14	" "	Walt Disney Productions Ltd.
Fluffy	F 30909	92	December 16	Rank Film Distributors Ltd.	Universal International Films Inc.
The Sword of Ali Baba	F 30910	81	December 16	" "	"

Overseas visitors to British Industry

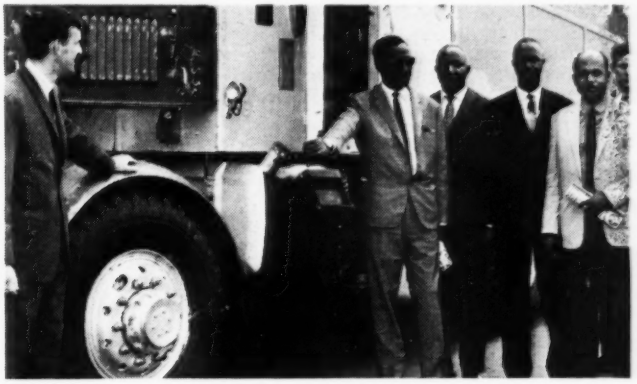
Mr. Isaac Qwese Yeboah, of Ghana, has spent nearly three months in the sawmilling machinery factory of Stenners of Tiverton Ltd. From left to right in this picture of a presentation ceremony made to him before his return are: Mr. F. N. Worrall, service manager; Mr. R. J. Piercey, director; Mr. J. Mills, general technical executive; Mr. W. P. A. Authors, managing director, Mr. Yeboah; Mr. W. Isaac, factory superintendent; Mr. R. B. Peters, works manager.

Aveling-Barford Group factories were visited by four Malaysian senior Public works engineers recently. From left to right: Mr. Chai Boon Poh, Senior Executive Engineer, Sarawak; Mr. Fung Khyam Shen, Senior Executive Engineer, PWD, Sabah; Mr. G. M. Warren, Aveling-Barford Ltd., Mr. Jugender Singh Sodhy, Assistant Director PWD, Kuala Lumpur, and Mr. Mahfoz Bin Khalid, State Engineer PWD, Kedah and Perlis.

Mr. Mansour Haddad (in dark glasses), Director-General of Purchases and Stores, Libyan Ministry of Finance, at the Peterborough headquarters of the Perkins Engines Group during a recent tour of Britain. He is with (from left): Mr. A. F. J. Mullins, Government and trade relations advisor; Mr. I. Mackoui, regional sales manager and Mr. A. Dunkley, works guide.



A delegation of engineers from the Chinese People's Republic, visited the General Electric Company and C. A. Parson's Works at Witton, Birmingham, during November. Mr. B. Adler, commercial manager C. A. Parsons and Co., (left) is describing to Mr. Wang Te-Fang, head of the delegation, one of the 500 MC turbo-generators for the CEGB Kingsnorth Generating Station.



A Mali Government delegation visited Scammel's Watford works recently before placing an order for semi-trailers. Seen here inspecting a Scammel Super Constructor are (left to right): Mr. John Massey, Scammel Export Dept.; Mr. Gagny Doucoure, Public Works Officer; Mr. Dramene Traore, Administrator; Mr. Abdou Koite, Chief of delegation: Mr. Heloise Heroilie, Roads and Bridges Department.

Census of Production Results for 1963

PRELIMINARY ESTIMATES OF some of the principal results of the Census of Production for 1963 are presented in the accompanying table together with figures for the previous detailed censuses relating to 1958 and 1954.

The figures are based on detailed information returned by firms employing 25 or more persons and by samples of small firms in industries where small firms account for a high percentage of the total output. Estimates have been included for small firms who were not required to complete detailed returns, for unsatisfactory returns, and for a number of returns still outstanding for 1963. For 1963 the figures are based on census returns relating to 85 per cent of the total employment of firms engaged in manufacturing industry: estimates made in respect of unsatisfactory or outstanding returns for larger firms account for 9 per cent of the total and the estimates for small firms account for 6 per cent.

Apart from detailed questions on the different kinds of goods sold and purchased, the 1963 census included, in addition to the selected items shown in the accompanying table, questions on stocks and capital expenditure; amounts payable for work given out; amounts payable to other organizations for repairs and maintenance, for transport, and for the hire of plant and machinery; and expenditure on rates and on postage, telephones, telegrams and cables. Questions were also asked on the cost of operating road goods vehicles and on the number of persons employed mainly on transport work and the cost of their wages and salaries. Preliminary estimates of most of these items are being prepared and will be available shortly. Detailed figures for sales and purchases of individual commodities will not be available until the definitive figures for each industry are compiled for the final report.

The final report on the Census of Production for 1963 will be published in approximately 130 separate parts each relating to a particular industry. In most cases the industry reported on corresponds to a Minimum List Heading in the revised Standard Industrial Classification. The main tables in each industry report will include summaries for the United Kingdom as a whole and separate summaries for Scotland and for Wales; detailed analyses of sales and purchases commodity by commodity; and analyses of selected items by size of enterprise and by sub-divisions of the industry. They will also include analyses of the transport costs of larger firms and of payments made for certain services. Further analyses will be published separately in the form of summary tables, which will include data relating to different geographical areas. Inquiries about the Census of Production for 1963 should be made to the Census Office, Board of Trade, Lime Grove, Eastcote, Ruislip, Middlesex. (Tel: Pinner 8771, Ext. 310).

Notes

Description of terms used

Sales include goods made by the business covered by the return, those made for it by outworkers or by other firms from materials given out to them (sometimes described as goods made on commission) and waste products sold.

Any machinery or other capital items produced for use in the business covered by the return are also included. The value of any goods sold without being subjected to any manufacturing process (merchanted or factored) and canteen takings were included for 1963 and 1958 but not for 1954.

The net output of an industry represents the value added to materials by the process of production and includes for 1958 and 1963 the gross margin on any merchanted or factored goods sold. It constitutes the fund from which wages, salaries, rents, rates and taxes, advertising and other selling expenses, and all other similar charges have to be met, as well as depreciation and profits. Net output was obtained by taking the total value of sales and work done; adding the value of stocks at the end of the year, and deducting their value at the beginning of the year; and deducting also the cost of materials and fuel purchased (including the value of goods purchased for merchanting and canteen supplies), amounts paid for work given out to other firms and payments for transport.

Nature of the estimates

As stated above, the estimates are based on the detailed information returned by firms employing 25 or more persons. Estimates of sales and other items for all firms were normally obtained by increasing the figures for these larger firms in the ratio of employment in all firms to employment in larger firms. Employment figures returned by small firms, and estimated employment figures for unsatisfactory and outstanding returns for 1963 were used in these computations. The additional information returned by samples of small firms in industries where small firms account for a high percentage of the total output was used in making estimates for small firms in those industries.

Year of return

Firms were required to make returns in respect of the calendar year, but if this was not their year of account, a return for a business year ending on any date from April 6 in the census year to April 5 in the following year was accepted. This provides one reason why the census figures may not always agree very closely with statistics obtained from other sources.

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1965, but any later changes known to have come into operation are shown. **25s.** (by post 25s. 11d.)

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller

HMSO

Provisional results of the census of production for 1963

All establishments in the United Kingdom

Standard Industrial Classification minimum list heading (a)	Industry group and year	Sales		Net output	Average number employed (b)			Wages and salaries		Employers' contributions to National Insurance and private pension schemes, etc. (c)
		Goods produced and work done	Merchanted goods and canteen takings		Total, including working proprietors	Operatives	Other employees	Operatives	Other employees	
		£ million			Thousands			£ million		
Orders III-XVI	ALL MANUFACTURING INDUSTRIES 1954	17,170 (d)	..	6,234	7,672	6,234	1,417	2,573	854	..
	1958	20,751 (d)	1,196	7,849	7,781	6,108	1,653	3,219	1,235	..
	1963	25,576 (d)	1,801	10,691	7,898	6,017	1,842	3,967	1,703	404
Order III	Food, drink and tobacco . . 1954	3,234·7	..	644·9	656·7	535·4	119·6	188·9	70·9	..
	1958	3,750·5	513·1	916·5	725·9	583·4	140·9	265·3	101·7	..
	1963	4,532·3	532·5	1,248·2	745·5	589·2	153·6	344·1	139·9	53·7
211-213, 219	Cereal foodstuffs . . . 1954	784·5	..	195·0	237·0	198·6	37·5	71·9	20·1	..
	1958	900·1	144·2	277·4	258·7	214·5	43·4	100·9	29·1	..
	1963	1,042·2	185·4	372·7	272·6	224·4	46·7	128·4	39·7	13·3
217	Cocoa, chocolate and sugar confectionery 1954	246·0	..	81·7	96·5	81·5	14·9	25·8	9·5	..
	1958	249·4	9·7	95·8	101·4	84·5	16·8	33·5	12·3	..
	1963	259·9	9·5	111·9	91·2	73·6	17·6	38·5	15·5	4·7
214-216, 218, 229	Other food industries . . 1954	751·8	52·0	151·1	171·4	137·4	33·7	47·5	19·2	..
	1958	902·2	137·0	215·3	196·1	153·8	41·6	68·5	29·2	..
	1963	1,108·0	105·1	309·4	200·2	157·7	42·2	89·8	39·9	10·7
231, 239	Drink industries . . . 1954	641·4	51·4 (e)	156·6	110·8	85·7	24·8	32·1	15·9	..
	1958	746·5	191·9 (e)	243·3	125·4	95·4	30·0	46·8	23·4	..
	1963	941·6	176·6(e)	336·0	138·2	99·8	37·6	67·0	34·8	22·4
240	Tobacco 1954	811·0	..	60·5	41·1	32·4	8·7	11·6	6·2	..
	1958	952·2	30·3	84·7	44·3	35·2	9·1	15·7	7·6	..
	1963	1,180·6	55·9	118·2	43·3	33·7	9·6	20·4	9·9	2·6
Order IV	Chemicals and allied industries . 1954	1,662·9	..	537·9	408·6	283·7	124·6	128·2	83·0	..
	1958	2,196·9	112·7	735·7	444·4	294·2	149·2	170·0	120·8	..
	1963	2,692·1	199·4	1,016·0	430·8	270·7	158·9	200·5	166·3	35·8
262	Mineral oil refining (f) . . 1954	301·4	..	37·0	16·4	12·3	4·1	6·6	2·6	..
	1958	383·7	..	35·1	19·6	14·3	5·2	10·0	4·7	..
	1963	505·0	4·3	63·9	20·5	15·0	5·5	14·4	6·9	3·4
274	Paint and printing ink . . 1954	124·5	..	52·5	42·5	23·4	19·0	9·8	11·9	..
	1958	152·1	8·1	65·9	45·8	24·3	21·4	12·7	15·4	..
	1963	159·3	11·5	76·4	41·1	21·0	20·0	13·9	18·0	2·7
261	Coke ovens and manufactured fuel 1954	140·4	..	23·7	21·3	18·3	3·0	9·1	1·8	..
	1958	201·0	0·2	36·2	23·4	19·9	3·5	12·4	2·6	..
	1963	207·4	0·3	29·2	19·0	16·0	3·0	12·7	2·9	1·1
272	Pharmaceutical and toilet preparations 1954	129·5	..	69·8	52·1	34·8	17·3	11·0	10·0	..
	1958	178·4	16·4	98·8	60·9	37·8	22·8	15·4	15·8	..
	1963	240·8	23·9	151·2	68·8	40·0	28·0	20·3	26·4	4·0
275	Soap, oils and fats . . 1954	205·3	..	46·1	33·6	23·3	10·2	10·1	6·1	..
	1958	268·2	14·4	62·0	34·2	22·4	11·7	13·1	9·4	..
	1963	298·6	18·2	85·3	32·8	21·9	10·9	16·5	11·7	3·0
276	Synthetic resins and plastics materials 1954	78·0	..	31·0	21·5	13·9	7·6	7·3	5·3	..
	1958	135·0	4·7	48·7	30·3	19·2	11·1	12·3	9·1	..
	1963	177·9	8·2	73·1	30·4	18·4	11·9	15·5	13·0	2·4
263, 271, 273, 277	Other chemical and allied industries 1954	683·7	..	277·7	221·1	157·7	63·4	74·3	45·3	..
	1958	878·5	68·9	389·1	230·4	156·3	73·5	94·1	63·9	..
	1963	1,103·1	132·9	536·9	218·2	138·5	79·6	107·2	87·5	19·3
Order V	Metal manufacture . . . 1954	1,778·0	..	532·5	550·0	457·0	92·2	233·3	55·4	..
	1958	2,258·2	60·5	689·3	568·4	461·8	106·2	302·6	79·7	..
	1963	2,476·6	98·2	825·7	568·2	451·5	116·2	360·4	109·5	31·0
311-313	Iron and steel . . . 1954	1,269·5	..	416·2	425·4	358·1	66·7	184·6	39·9	..
	1958	1,733·7	24·8	549·7	440·4	363·8	76·4	243·6	57·4	..
	1963	1,804·2	46·8	626·8	435·6	350·1	85·2	282·9	78·9	23·0
321, 322	Non-ferrous metals . . 1954	508·5	..	116·3	124·7	98·9	25·5	48·7	15·5	..
	1958	524·5	35·7	139·5	128·0	98·0	29·8	59·1	22·3	..
	1963	672·4	51·4	198·9	132·5	101·3	31·0	77·4	30·7	8·0
Order VI	Engineering and electrical goods . 1954	2,480·8	..	1,308·2	1,597·9	1,200·5	394·3	533·8	227·3	..
	1958	3,276·2	194·1	1,742·7	1,732·6	1,242·0	487·5	697·2	360·4	..
	1963	4,331·5	352·5	2,450·1	1,890·7	1,314·6	572·4	890·1	517·6	90·1
331	Agricultural machinery (except tractors) 1954	51·5	..	20·6	23·4	18·3	5·1	7·9	2·9	..
	1958	51·6	3·2	22·8	19·9	14·5	5·4	8·0	3·4	..
	1963	50·8	5·8	26·2	17·1	12·4	4·6	8·7	3·7	0·9
332, 333	Machine tools and engineers' small tools 1954	152·6	..	93·7	104·5	82·1	22·1	39·9	14·0	..
	1958	186·6	25·8	118·2	113·8	86·3	27·2	52·1	21·3	..
	1963	248·9	37·5	165·3	123·6	90·5	32·2	67·8	30·2	4·8
334	Industrial engines . . . 1954	80·6	..	39·5	45·9	33·7	12·2	16·4	7·0	..
	1958	101·4	12·0	50·8	53·7	36·5	17·2	22·3	12·7	..
	1963	112·0	19·9	60·8	50·3	32·5	17·8	24·1	16·9	2·7
335	Textile machinery and accessories 1954	77·9	..	47·8	62·0	52·2	9·7	23·3	5·7	..
	1958	73·5	3·8	43·0	49·1	40·2	8·8	22·1	6·5	..
	1963	97·2	6·6	55·6	42·2	33·6	8·6	23·5	8·0	2·0
336, 337	Contractors' plant and mechanical handling equipment 1954	119·2	..	60·5	61·7	44·8	16·9	21·9	9·4	..
	1958	156·9	8·5	73·6	69·4	48·2	21·0	29·3	15·3	..
	1963	245·7	22·9	119·2	81·4	55·6	25·8	41·8	23·2	4·2
338	Office machinery . . . 1954	29·2	..	19·4	23·9	18·5	5·4	8·1	2·9	..
	1958	49·6	1·1	30·4	31·0	22·7	8·3	12·6	6·1	..
	1963	61·4	4·9	37·3	29·8	20·9	8·9	14·5	8·0	1·5

(Continued on next page)

CENSUS OF PRODUCTION, 1965, *continued*

Standard Industrial Classification minimum list heading (a)	Industry group and year	Sales: Goods produced and work done	Sales: Merchanted goods and canteen takings	Net output	Average number employed (b): Total, including working proprietors	Average number employed (b): Operatives	Average number employed (b): Other employees	Wages and salaries: Operatives	Wages and salaries: Other employees	Employers' contributions to National Insurance and private pension schemes, etc. (c)
		£ million			Thousands			£ million		
Order VI (*Contd.*)	Engineering and electrical goods									
339	Miscellaneous (non-electrical) machinery	1954 386·9	..	207·9	237·4	175·8	61·3	81·0	36·0	..
		1958 528·7	28·5	286·0	259·9	186·4	73·1	108·6	54·9	..
		1963 657·8	46·3	373·9	277·3	192·7	84·2	129·0	75·7	14·3
34¶	Industrial plant and steelwork	1954 233·1	..	109·6	117·5	85·1	32·2	43·6	19·3	..
		1958 371·5	14·8	166·2	139·5	96·3	43·0	63·9	34·1	..
		1963 362·4	19·0	169·4	124·8	81·8	42·8	67·1	42·9	6·0
342, 349	Other mechanical engineering	1954 328·0	..	189·6	238·9	191·8	46·0	89·5	27·7	..
		1958 383·8	16·5	224·1	228·8	176·9	50·9	103·3	37·8	..
		1963 487·6	49·8	309·9	241·1	182·5	57·7	131·4	51·9	11·8
351, 352	Scientific, surgical and photographic instruments, etc., watches and clocks	1954 139·6	..	84·7	108·8	81·5	27·0	33·0	15·5	..
		1958 175·4	11·5	112·6	115·1	80·7	34·0	41·1	24·3	..
		1963 242·5	30·1	157·4	128·9	87·1	41·6	54·5	34·6	5·8
361	Electrical machinery	1954 256·4	..	142·5	182·5	129·1	53·3	56·1	30·3	..
		1958 352·7	32·0	212·2	203·6	138·7	64·6	77·7	46·7	..
		1963 436·7	30·4	244·6	218·2	143·5	74·6	98·1	67·7	10·7
362	Insulated wires and cables	1954 132·5	..	38·0	47·6	33·5	14·0	15·0	8·0	..
		1958 151·2	6·4	48·4	45·9	31·6	14·3	18·5	10·3	..
		1963 231·8	9·5	84·8	54·0	37·0	17·0	27·9	15·4	2·8
363, 364	Radio and telecommunications	1954 281·9	..	149·8	216·6	156·8	59·6	59·1	33·0	..
		1958 401·6	20·4	210·1	252·5	173·2	79·2	81·8	57·6	..
		1963 628·5	40·3	382·1	310·3	203·9	105·9	116·2	95·5	14·6
365, 369	Other electrical goods	1954 211·4	..	104·6	127·1	97·3	29·5	38·9	15·4	..
		1958 291·8	9·7	144·4	150·6	109·8	40·5	55·8	29·4	..
		1963 468·2	29·4	263·7	191·7	140·7	50·8	85·6	44·0	8·0
Order VII										
370	Shipbuilding and marine engineering	1954 417·0 (g)	..	187·3	282·7	248·0	35·5	119·7	20·8	..
		1958 492·7 (g)	3·4	227·0	275·2	238·7	36·2	145·8	27·9	..
		1963 412·2 (g)	3·1	207·7	201·5	169·1	32·2	125·8	29·3	11·4
Order VIII	Vehicles	1954 1,525·1	..	635·5	742·4	584·6	157·2	305·1	90·3	..
		1958 2,150·6	82·4	818·4	781·5	590·8	190·5	392·1	140·9	..
		1963 2,638·1	203·4	1,134·4	764·3	553·3	210·6	472·1	198·0	40·3
381	Motor vehicle manufacturing	1954 884·8	..	308·9	313·2	257·5	55·4	142·5	33·1	..
		1958 1,285·5	58·2	410·5	341·0	275·5	65·3	197·8	50·2	..
		1963 1,899·5	175·4	721·2	419·7	329·1	90·3	299·8	88·8	21·7
383	Aircraft manufacturing and repairing	1954 362·4	..	205·9	243·2	166·2	76·9	87·9	44·0	..
		1958 555·6	12·5	284·8	274·9	174·2	100·6	115·0	74·7	..
		1963 532·0	23·6	312·4	239·1	135·3	103·7	109·6	95·6	13·0
382, 384, 385, 389	Other vehicles	1954 277·9	..	120·6	186·1	160·9	24·9	74·7	13·2	..
		1958 309·6	11·7	123·0	165·5	141·1	24·6	79·4	16·0	..
		1963 206·5	4·4	100·8	105·5	88·8	16·6	62·7	13·7	5·7
Order IX										
391-396, 399	Metal goods, not elsewhere specified	1954 874·5	..	358·0	474·2	392·6	79·2	152·7	47·1	..
		1958 1,132·4	51·1	439·3	472·0	380·0	89·9	189·1	65·6	..
		1963 1,631·3	72·4	595·8	497·7	397·6	96·7	244·1	85·9	21·7
Order X	Textiles	1954 2,039·7	..	640·0	976·7	871·3	103·3	287·3	67·1	..
		1958 1,825·5	57·1	615·3	850·6	741·9	106·9	295·9	80·9	..
		1963 2,059·9	94·6	812·8	763·6	655·2	106·1	338·7	96·0	28·5
411	Production of man-made fibres	1954 101·2	..	51·4	36·5	28·0	8·5	12·9	5·6	..
		1958 109·3	1·4	47·9	35·7	25·9	9·8	15·2	8·8	..
		1963 202·4	7·1	108·2	38·5	28·8	9·7	23·5	10·2	2·6
412, 413	Cotton, etc., spinning and weaving	1954 734·6	..	195·5	369·0	341·7	26·8	107·7	17·5	..
		1958 570·5	7·4	165·9	287·1	261·5	25·1	95·1	18·7	..
		1963 536·9	10·1	169·9	206·5	185·8	20·4	92·0	19·1	6·8
414	Woollen and worsted	1954 596·5	..	145·5	200·3	181·5	18·4	60·3	13·8	..
		1958 525·8	21·0	136·7	184·0	163·9	19·9	65·4	16·5	..
		1963 552·1	28·8	186·1	176·6	156·8	19·5	78·8	18·7	6·6
417	Hosiery and other knitted goods	1954 206·4	..	81·4	124·5	110·1	14·1	35·4	8·7	..
		1958 204·6	3·4	83·8	115·2	100·7	14·1	40·5	9·7	..
		1963 265·5	8·4	115·4	123·3	105·8	16·9	49·7	13·9	3·6
423	Textile finishing	1954 102·8	..	61·1	87·2	73·5	13·5	29·2	8·5	..
		1958 100·8	0·7	57·9	76·0	62·9	13·0	30·1	9·5	..
		1963 102·8	0·5	65·1	61·1	49·7	11·2	30·6	9·7	2·6
415, 416, 418, 419, 421, 422, 429	Other textile industries	1954 298·2	..	105·1	159·4	136·5	22·0	41·7	12·9	..
		1958 314·6	23·2	122·9	152·5	127·0	25·0	49·5	17·7	..
		1963 400·2	39·7	168·1	157·6	128·3	28·5	64·0	24·3	6·1
Order XI										
431-433	Leather, leather goods and fur	1954 151·3	..	44·8	66·3	56·6	9·2	20·7	6·4	..
		1958 133·1	4·8	43·3	54·4	45·8	8·1	20·9	6·7	..
		1963 165·2	11·6	58·6	54·6	44·9	7·7	25·2	7·5	2·1
Order XII	Clothing and footwear	1954 700·6	..	279·0	577·8	516·1	58·4	143·9	34·3	..
		1958 727·3	22·5	308·3	528·6	465·9	59·7	163·8	40·7	..
		1963 856·1	42·5	400·6	519·3	453·3	62·6	193·9	50·6	14·5
441-446, 449	Clothing	1954 538·8	..	211·4	460·3	411·9	45·3	108·7	26·7	..
		1958 562·9	16·9	233·2	421·1	371·9	46·5	122·5	31·3	..
		1963 666·7	32·2	305·3	418·8	365·9	49·9	146·8	39·6	11·1
450	Footwear	1954 161·8	..	67·7	117·5	104·2	13·1	35·2	7·6	..
		1958 164·4	5·6	75·1	107·4	94·0	13·2	41·3	9·5	..
		1963 189·4	10·3	95·3	100·5¶	87·4	12·7	47·1	11·0	3·4

Standard Industrial Classification minimum list heading (a)	Industry group and year	Sales: Goods produced and work done	Sales: Merchanted goods and canteen takings	Net output	Average number employed (b): Total, including working proprietors	Average number employed (b): Operatives	Average number employed (b): Other employees	Wages and salaries: Operatives	Wages and salaries: Other employees	Employers' contributions to National Insurance and private pension schemes, etc. (c)
		£ million			Thousands			£ million		
Order XIII	Bricks, pottery, glass, cement, etc. 1954	489·1	..	251·8	320·6	273·2	46·4	120·0	28·0	..
	1958	561·4	30·4	296·6	304·4	251·4	52·0	136·3	38·6	..
	1963	757·1	41·9	421·4	315·1	252·7	59·1	175·8	55·3	15·0
461, 464, 469	Building materials 1954	338·5	..	161·8	184·0	154·6	28·5	74·7	17·8	..
	1958	377·0	17·9	181·9	172·3	140·1	31·3	82·3	24·0	..
	1963	516·2	24·0	271·8	181·5	143·4	34·9	108·4	33·5	9·0
462, 463	Pottery and glass 1954	150·6	..	89·9	136·6	118·6	17·9	45·2	10·2	..
	1958	184·3	12·4	114·8	132·1	111·3	20·7	54·0	14·6	..
	1963	240·9	17·9	149·6	133·6	109·3	24·1	67·4	21·8	6·0
Order XIV	Timber, furniture, etc. 1954	446·0	..	184·9	275·6	234·0	39·2	98·0	24·0	..
	1958	499·9(h)	11·0	211·9	253·7	210·5	41·1	110·3	30·2	..
	1963	638·0(h)	18·9	275·9	272·0	213·8	46·9	141·8	41·9	10·1
472, 473	Furniture, etc. 1954	187·9	..	82·0	117·1	100·6	15·7	44·2	10·0	..
	1958	204·3	6·7	93·1	112·5	94·4	17·4	50·7	12·8	..
	1963	253·4	12·9	112·2	119·5	95·7	20·4	64·3	17·7	4·4
471, 474, 475, 479	Timber and miscellaneous wood manufacture 1954	258·0	..	102·8	158·5	133·4	23·5	53·8	14·0	..
	1958	295·6(h)	4·3	118·8	141·4	116·1	23·7	59·6	17·4	..
	1963	384·5(h)	6·0	163·7	152·5	118·2	26·6	77·5	24·2	5·7
Order XV	Paper, printing and publishing 1954	939·3	..	445·5	498·5	383·0	113·6	166·7	72·9	..
	1958	1,224·4	31·2	577·0	541·6	406·7	132·9	233·9	103·1	..
	1963	1,625·0	68·3	856·8	580·3	427·5	150·1	314·1	143·7	36·7
481	Paper and board 1954	260·2	..	97·2	73·3	63·7	9·6	30·4	6·8	..
	1958	308·5	2·6	105·6	82·1	69·3	12·8	41·2	10·2	..
	1963	376·7	6·8	143·2	88·8	73·6	15·1	54·9	15·1	5·9
482, 483	Paper products 1954	213·9	..	88·5	118·8	97·5	21·0	32·5	12·9	..
	1958	283·6	10·3	116·5	128·2	102·4	25·5	44·7	18·2	..
	1963	374·0	25·1	163·7	131·1	103·0	27·9	58·6	24·7	5·9
486, 489	Printing and publishing 1954	465·1	..	259·8	306·4	221·8	83·0	103·8	53·2	..
	1958	632·3	18·3	354·9	331·4	235·0	94·6	148·0	74·7	..
	1963	874·2	36·4	549·9	360·4	250·9	107·1	200·6	104·0	25·0
Order XVI	Other manufacturing industries 1954	430·9	..	183·8	243·2	198·2	44·0	75·0	26·1	..
	1958	521·4	21·7	227·4	247·8	194·8	52·3	96·1	37·4	..
	1963	760·4	60·3	387·3	294·9	224·0	68·8	140·1	61·8	13·3
491	Rubber 1954	221·7	..	90·0	107·3	86·3	20·9	36·7	12·5	..
	1958	260·4	10·2	102·8	107·7	83·2	24·4	46·3	17·5	..
	1963	349·3	31·2	173·4	119·3	89·0	30·2	64·5	28·1	5·9
492-496, 499	Other manufacturing industries 1954	209·2	..	93·8	135·9	111·9	23·1	38·3	13·6	..
	1958	261·0	11·5	124·6	140·1	111·6	27·9	49·8	19·8	..
	1963	411·0	29·1	213·8	175·6	135·0	38·5	75·6	33·7	7·4
Orders II, XVII and XVIII	Non-Manufacturing Industries:									
Order II	Mining and quarrying (i) 1954	746·3	..	574·5	832·5	781·7	50·0	431·7	29·6	..
	1958	928·5	3·0	726·1	832·0	769·3	61·8	518·4	47·0	..
	1963	1,030·7	6·5	771·7	651·5	594·7	55·2	461·8	51·8	41·3
101	Coal mining 1954	658·5 (j)	..	513·4	766·1	724·1	41·7	404·8	24·6	..
	1958	820·2 (j)	..	645·1	771·6	718·2	53·0	488·2	40·3	..
	1963	882·3 (j)	..	654·4	593·3	547·9	45·3	426·6	42·9	38·9
102, 103, 109	Other mining and quarrying 1954	87·9(k)	..	61·1	66·1	57·6	8·3	26·9	5·0	..
	1958	108·2(k)	3·0	81·0	60·4	51·1	8·8	30·2	6·8	..
	1963	148·4(k)	6·4	117·3	58·1	46·8	10·0	35·2	8·9	2·5
Order XVII	Construction 1954	1,997·4	..	923·4	1,566·9	1,283·0	169·8	581·7	92·2	..
	1958	2,723·3	56·1	1,244·7	1,572·5	1,279·6	195·1	741·5	140·3	..
	1963	3,930·2	62·4	1,857·4	1,683·0	1,354·0	237·7	1,057·9	222·6	69·5
Order XVIII	Gas, electricity and water 1954	794·9	68·4	437·8	379·2	271·5	107·7	124·2	61·4	..
	1958	1,093·3	78·9	621·4	382·5	267·9	114·6	158·7	84·5	..
	1963	1,592·7	131·5	982·0	406·7	273·4	133·1	209·4	128·0	36·5
603	Water supply 1954	69·1	..	52·5	41·3	32·0	9·3	14·0	5·5	..
	1958	86·9	..	67·7	42·2	32·4	9·8	18·2	7·5	..
	1963	124·3	..	96·2	46·4	35·0	11·3	25·2	11·1	3·8
601	Gas 1954	282·3	37·1 (l)	123·4	144·8	108·3	36·6	50·2	20·2	..
	1958	346·7	39·3 (l)	161·5	135·3	97·4	37·9	58·3	26·8	..
	1963	405·4	68·8	215·9	126·4	82·5	43·9	61·3	38·4	11·5
602	Electricity 1954	443·4	31·2 (l)	261·9	193·0	131·2	61·8	60·1	35·7	..
	1958	659·6	39·6 (l)	392·2	205·0	138·1	66·9	82·3	50·2	..
	1963	1,063·1	62·6	670·0	233·9	155·9	78·0	123·0	78·5	21·3

(a) References are to the revised Standard Industrial Classification (Consolidated Edition, 1963).
(b) Excluding outworkers. Persons engaged in merchanting or factoring and canteen workers are included for 1958 and 1963 but excluded for 1954.
(c) Including pensions and gratuities paid other than from pension funds.
(d) Including a substantial amount of duplication represented by the total value of partly manufactured goods sold by one industrial establishment to another. The extent of duplication varies from one census to another.
(e) Including liquor purchased and bottled.
(f) Sales are generally valued at open market prices f.o.b. in the Gulf of Mexico plus current freight and insurance to the United Kingdom, and purchases of feedstock are valued at open market prices f.o.b. at the port of origin plus current rates of freight and insurance to the United Kingdom. Net output is largely determined by these methods of valuation.
(g) The value of work done during the year.
(h) Including some sales of merchanted goods.
(i) Great Britain only.
(j) Total value of net disposals of coal, other sales and work done (excluding the value of coal raised and consumed at the same colliery).
(k) The sales of goods produced are valued at ex-quarry, ex-works or ex-pithead prices, the cost of transport being excluded.
(l) Sales of merchanted goods only.
The symbol .. indicates not available.

United States Consular Offices in the United Kingdom

United Kingdom firms who are anxious to export their goods to the United States of America may wish to get in touch with the Office of the Commercial Counsellor, American Embassy, Grosvenor Square, London, W.1, or the nearest United States Consular Officers, whose addresses and telephone numbers are given below. These officers are ready to offer advice and assistance to United Kingdom exporters in connection with all aspects of trade with the United States of America.

In addition to the list of officers a schedule is appended of the areas covered in Great Britain and Northern Ireland by the United States Consulates.

London

Embassy, 24-31 Grosvenor Square, London, W.1. Grosvenor 9000

Belfast

Consulate General, Queen's House, 14 Queen Street, Belfast, Northern Ireland. Belfast 28239

Birmingham

Consulate, Chamber of Commerce House, 75 Harborne Road, Edgbaston, Birmingham. Edgbaston 5111/2

Edinburgh

Consulate, 3 Regent Terrace, Edinburgh, 7. Waverley 2061/2

Glasgow

Consulate, 7 Woodside Terrace, Glasgow, C.3. Douglas 7221/3

Liverpool

Consulate, Cunard Building, Pier Head, Liverpool, 3. Central 8501/2

Southampton

Consulate, Havelock Chambers, Queen's Terrace, Southampton. Southampton 25071/2

U.S. Consular Districts in Great Britain and Northern Ireland

England, Scotland and Wales:

County	*Consular Office*
Aberdeen	Edinburgh
Anglesey	Liverpool
Angus (Forfar)	Edinburgh
Argyll	Glasgow
Ayr	Glasgow
Banff	Glasgow
Bedfordshire	London
Berkshire	London
Berwick	Edinburgh
Brecknock	London
Bristol	London
Buckinghamshire	London
Bute	Glasgow
Caithness	Glasgow
Cambridgeshire, including the Isle of Ely	London
Cardiganshire	London
Carmarthenshire	London
Caernarvonshire	Liverpool
Channel Islands, comprising Alderney, Guernsey, Jersey, Sark, etc.	Southampton
Cheshire	Liverpool
Clackmannan	Edinburgh
Cornwall, including the Scilly Isles	Southampton
Cumberland	Edinburgh
Denbighshire	Liverpool
Derbyshire	Birmingham
Devonshire	Southampton
Dorsetshire	Southampton
Dumbarton	Glasgow
Dumfries	Edinburgh
Durham	Liverpool
East Lothian (Haddington)	Edinburgh
Ely, Isle of (included in Cambridgeshire)	London
Essex	London
Fife	Edinburgh
Flintshire	Liverpool
Forfar (Angus)	Edinburgh
Glamorganshire	London
Gloucestershire	London
Hampshire, including the Isle of Wight	Southampton
Hertfordshire	London
Huntingdonshire	London
Inverness	Glasgow
Kent	London
Kincardine	Edinburgh
Kinross	Edinburgh
Kirkcudbright	Glasgow
Lanark	Glasgow
Lancashire	Liverpool
Leicestershire	Birmingham
Lincolnshire	Birmingham
London	London
Man, Isle of	Liverpool
Merionethshire	Liverpool
Middlesex	London
Midlothian	Edinburgh
Monmouthshire	London
Montgomeryshire	Liverpool
Moray (Elgin)	Glasgow
Nairn	Glasgow
Norfolk	London
Northamptonshire, including the Soke of Peterborough	Birmingham
Northumberland	Edinburgh
Nottinghamshire	Birminghham
Orkney	Glasgow
Oxfordshire	London
Peebles	Edinburgh
Pembrokeshire	London
Perth: That portion of the County Perth east of a line from the point where the Counties Clackmannan, Perth and Stirling meet, north-east to Blackford (excluded), north to Gilmerton (excluded), thence along the Sma' Glen to Kinloch Rannoch (excluded), north-east to Blair Atholl (excluded), and north to the point where the Counties Aberdeen, Inverness and Perth meet	Edinburgh
That portion of the County Perth not included in the Edinburgh consular district	Glasgow
Peterborough, Soke of (included in Northamptonshire)	Birmingham
Radnorshire	London
Renfrew	Glasgow
Ross and Cromarty	Glasgow
Roxburgh	Edinburgh
Rutlandshire	Birmingham
Scilly Isle (included in Cornwall)	Southampton
Selkirk	Edinburgh
Shetland	Glasgow
Shropshire	Birmingham
Somersetshire	Southampton
Staffordshire	Birmingham
Stirling	Glasgow
Suffolk, East and West	London
Surrey	London
Sussex	London
Sutherland	Glasgow
Warwickshire	Birmingham
Westlothian (Linlithgow)	Edinburgh
Westmorland	Liverpool
Wight, Isle of (included in Hampshire)	Southampton
Wigtown	Glasgow
Wiltshire	Southampton
Worcestershire	Birmingham
Yorkshire	Liverpool
Northern Ireland	Belfast

Exhibitions and Fairs

British manufacturers meet to discuss Oslo promotion in May 1966

THE IMMENSE GOODWILL which exists for Britain in Norway should not be relied upon by British manufacturers for selling in this market. This was said at a meeting held in London on December 10 attended by 160 British manufacturers who will be participating in the 'Britain 66' British Fair and Fortnight taking place in Oslo next May. The meeting was held by the Export Council for Europe together with British Overseas Fairs Ltd., organizers of 'Britain 66'.

Four Norwegians, representing commerce and industry in Oslo came over specially to discuss with British manufacturers opportunities for British exporters in the Norwegian market. They were Mr. Christian Sommerfelt, managing director of Christiania Spigerverk, steel manufacturers of Oslo, Mr. Per Kolseth, chairman of the Foreign Trade Committee of the Federation of Norwegian Commercial Associations, Mr. Knut Gresvig, chairman of the Oslo Retailers Association and director of Gresvig A/S, sports goods retailers, and Mr. Gunerius Petterson, director of Gunerius Petterson, one of Oslo's leading department stores. Accompanying them was Mr. P. J. E. Male, HM Counsellor Commercial, Oslo.

'British manufacturers should be under no illusions about the sophistication of the Norwegian market today', said Mr. A. R. Glen, chairman of the Export Council for Europe. 'Travel and the free exchange of ideas over the last few years has developed international tastes among Norwegians.'

BRITISH SUCCESS IN ITALY

After the success of the British Week in Milan, the clothing store of Tessilmaglia in the North Italian town of Monza held its own miniature British Week, during which the sales of British goods increased by 30 per cent. The store's effective window display is shown on the left.

UK Engineering Week in Budapest

THE HUNGARIAN Chamber of Commerce – in conjunction with the Scientific Society of Mechanical Engineers and the Hungarian ministries and Governn.:nt bodies concerned with engineering – has asked that a special British Mechanical Engineering Week be held in the House of Techniques, Liberty Square, Budapest, on rather similar lines to the successful event held in Prague last June. British manufacturers are invited to take part and the event has been recognized by the Board of Trade as a 'Joint Venture', so participants will be able to take advantage of the new Government concessions concerning travel of representatives and literature translation costs.

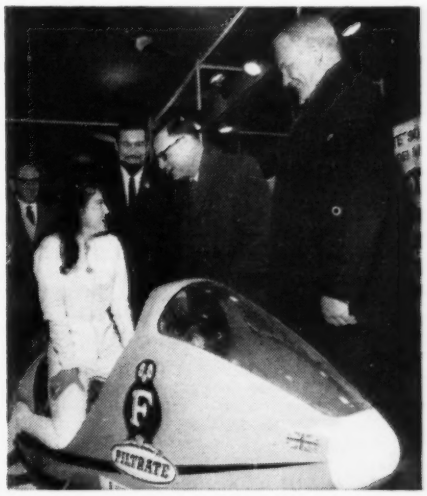
The exhibition will consist of sales and technical literature of all kinds, models, photographs and other suitable items. Small pieces of equipment can also be included in the exhibition.

The exhibition will be supported by a technical symposium, will be attended by engineers, designers and representatives of the ministries and trading corporations, invited individually by name by the Hungarian Chamber of Commerce and the Scientific Society of Mechanical Engineers who are sponsoring the Week.

British Pavilion at Poznan International Fair

THE BOARD OF TRADE will again be organizing a British Pavilion, with some outside display area as well, at the Poznan International Fair, June 12-26, 1966.

Further details and a copy of the form of application for space can be obtained from the Board of Trade (Overseas Trade Fairs Directorate), Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. (Tel. Abbey 7877, Ext. 2262 or 2786).



Miss Marlene Parker, who has just broken the Italian quarter-mile record on a 200 cc Lambretta, sponsored by Filtrate Oils, is talking to Mr. Peter Stephens, HM Consul-General (second right) at the opening of the Milan Cycle and Motorcycle Show.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Anglo-Irish Free Trade Area

THE FOLLOWING is a summary of the provisions of the Anglo-Irish Free Trade Area Agreement, related agreements, and connected documents which was signed on December 14, (see *Board of Trade Journal*, December 17, page 1465):

1. *Article I* provides for the reduction and elimination of import duties (other than fiscal charges) within the Free Trade Area. The United Kingdom is to abolish import duties on Irish goods in a single step on July 1, 1966. With certain exceptions (listed in Annex A to the Agreement) the Republic of Ireland is to cut import duties on British goods by 10 per cent on July 1, 1966, and by the same proportion in each subsequent year until they finally disappear on July 1, 1975. These reductions will be calculated from the base levels defined in paragraph (3) of the Article. The Republic of Ireland may reduce certain import duties faster than the timetable requires.

2. Paragraph (5) of the Article provides for a review after five years, to identify any cases of special difficulty which may arise for individual Irish industries as a result of the reductions of trade barriers. Such cases may be dealt with under paragraph (3) of Article XIX (difficulties in particular sectors) or, subject to certain limitations, by excluding particular items from the Free Trade Area regime. The total trade accounted for by any such exclusions must not exceed 3 per cent of Irish imports from the United Kingdom.

3. *Article II* provides for the determination of the origin of goods entitled to benefit from the reduction and elimination of import duties on both sides. To a large extent the United Kingdom will apply the existing Commonwealth preference area origin rules to Irish goods and there is provision in paragraph (3) for these rules to be modified in relation to the Republic of Ireland if the rules relating to Commonwealth countries are changed. Special rules, based on those in EFTA, have been agreed for some imports from the Republic into the United Kingdom on which United Kingdom duties are being abolished. Detailed rules of origin are set out in Annex C to the Agreement.

4. *Article III* provides for the action to be taken if deflections of trade occur as a result of a difference between the external tariffs of the two parties or as a result of the giving of drawback (which will not render goods ineligible for Free Trade Area treatment). Such action would normally take the form of a modification of the origin rules.

5. *Article IV* provides for the elimination of any protective element (equivalent to an import duty) in the fiscal charges applied by the two countries. *Article V* provides for the elimination of export duties.

6. *Articles VI and VII* deal with the elimination of quantitative restrictions on imports and exports respectively. The United Kingdom may not apply quantitative import restrictions to Irish goods (other than main crop potatoes, refined sugar and the watches listed in Annex D) after July 1, 1966; the Republic of Ireland will eliminate restrictions on most imports from the United Kingdom on the same date, but the restrictions on the goods listed in Part II of Annex B to the Agreement will be eliminated progressively over the transitional period. There is a provision in paragraph (5) of the Article which deals with the determination of the origin of goods for the purposes of quantitative restrictions; this follows the provisions in paragraph (3) of Article II for the modification of the origin rules for tariff purposes. Quantitative restrictions on exports are to be eliminated on both sides by July 1, 1975; paragraph 13 in the Record of Understandings gives the timetable for the removal of these restrictions by the Republic of Ireland.

7. *Article VIII* sets out the conditions which shall apply if either party needs to restrict quantitatively imports of agricultural products from the other as part of an inter-governmental commodity agreement or any other arrangement for the purpose of orderly marketing of an agricultural product. Unlike the EFTA Convention, it is necessary to provide for these exceptions in this agreement since the free trade provisions apply in the agricultural sector. This Article does not, however, apply to imports into the United Kingdom of bacon, butter or cereals, which are already subject to existing arrangements.

8. *Article IX* is concerned with the arrangements for butter, bacon and cereals, the existing arrangements for which constitute exceptions to the provisions in Article VI on quantitative restrictions, and (in the case of cereals) the provisions in Article I on import duties. Paragraph (4) of this Article provides for the situation arising when the present arrangements come to an end.

9. *Article X* collects together a number of general exceptions. Paragraph (1) lists the usual exceptions which may be made to cover health and safety regulations, the protection of works of art and the like. Paragraph (2) provides for the restriction of exports of foodstuffs and other essential products in times of critical shortage and the control of exports of subsidized goods, and paragraph (3) deals with re-imports of subsidized goods. Paragraph (4) provides an exception from the two Articles on quantitative restrictions in respect of any agreement between the two countries for the regulation of the trade between them in cotton textiles.

10. *Article XI* provides the necessary exception from Article I to enable either party to impose anti-dumping duties in accordance with the GATT rules.

11. *Article XII* is concerned with the mainly agricultural goods, listed in Annexes A and D, which are excluded from the requirement to eliminate import duties or quantitative restrictions on the Irish side, and quantitative restrictions on the United Kingdom side. It provides for consultation between the parties on the maintenance and possible improvement of opportunities of access for imports of these excluded items. It would be possible under this Article for the parties to agree that an excluded item could be brought within the scope of the Free Trade Area at a later date.

12. The next four Articles contain the 'rules of competition'. *Article XIII* bars the use of export subsidies and other Government aids which frustrate the benefits of the Free Trade Area or otherwise lead to unfair competition. There is special provision in relation to aids in the agricultural sector. An exception is made, however, for the present system of tax reliefs operated by the Republic of Ireland in view of the difference in the levels of economic development between the two countries; this system will cease to operate in 1980 (1983 in the case of Shannon Airport). *Article XIV* deals with practices by public undertakings which would be incompatible with the Free Trade Area, while *Article XV* provides for consultation about any restrictive practice of private business which would be incompatible with the Free Trade Area. *Article XVI* makes it clear that neither party applies, or intends to apply, restrictions on the establishment or operation of enterprises which would frustrate the benefits of the Free Trade Area.

13. The next three Articles provide for exceptional measures in three further cases. *Article XVII* allows exceptions to be made on grounds of security and defence. *Article XVIII* allows for the imposition of quantitative import restrictions to deal with balance of payments difficulties. *Article XIX* provides for certain exceptional measures to be taken to deal with difficulties arising during the transitional period in particular sectors of industry or in particular regions, where an appreciable rise in unemployment takes place or is threatened as a result of the removal of barriers to trade. Under this Article quotas can be introduced, subject to certain conditions, for 18 months or, by agreement, for longer if that is necessary, or the timetable for tariff reductions can by agreement be modified or extended by up to six more years. Cases which are thrown up in the course of the review provided for in paragraph (5) of Article I can be dealt with in this way under paragraph (3) of this Article.

14. Under *Article XX* the parties will periodically exchange views on matters of economic and financial policy. *Article XXI* provides that nothing in the Agreement overrides the parties' obligations under the GATT and other international agreements. *Article XXII* formally terminates the existing trade agreements between the two countries. It is, however, provided that some of the preferences will continue in being for a time; these are the Irish contractual preferences on certain agricultural exports to the United Kingdom (which are guaranteed for five years and will continue as long thereafter as similar preferences are enjoyed by other countries), the preferences enjoyed by the United Kingdom on the agricultural goods excluded from the Free Trade Area on the Irish side (which will also be guaranteed for five years and then continued subject to consultation if the Republic wishes to modify them), and the 10 per cent preference enjoyed by the United Kingdom on goods which are given duty-free licences (this will run on a reducing basis until July 1, 1969, for raw materials, materials for further processing and essential equipment for industrial undertakings, and until July 1, 1974, for other goods). There is a general provision for consultation when changes are proposed by either party in their tariffs applied to third countries.

15. *Article XXIII* provides for consultation between the two Governments. There will be meetings at least once a year to review progress in the implementation of the agreement as well as meetings at least once a year on agricultural policies. In addition to these regular meetings, either Government can propose consultation at any time about any matter connected with the Agreement (including the supplementary Agreements) or about any difficulty which has arisen, with a view to

seeking an equitable and mutually satisfactory solution which preserves the balance of the Agreement.

16. The remaining Articles are of a formal character. The four Annexes contain the lists of goods and of the origin rules referred to in Articles I, II and VI. The list in Annex A of goods excluded from the Free Trade Area on the Irish side contains only jute manufactures in the industrial sector, all the other items being agricultural or fishery products. Annex B sets out the rates of duty which will be applied to certain goods imported into the Republic of Ireland, which are at present protected by quota restrictions. The quotas on motor vehicles will be eliminated from the start. Annex C contains all the detailed origin rules. Annex D lists the few items on which the United Kingdom is not required to eliminate quantitative restrictions on July 1, 1966, the date on which the Agreement comes into force.

17. The Free Trade Area Agreement is accompanied by three supplementary Agreements on particular matters, by certain Exchanges of Letters and by an agreed record of certain points of understanding reached during the negotiations.

The Agreement on Agricultural and Fishery Products

18. This supplementary Agreement prescribes the conditions which will govern imports into the Republic of Ireland from the United Kingdom of certain of the agricultural and fishery products (listed in Annex A to the main Agreement) which are excluded from the Free Trade Area on the Irish side. Articles 2 to 14 of this supplementary Agreement set out the details of the arrangements for particular goods. Article 15 is concerned with the application of the package duty to the items listed in Annex A to the main Agreement. Article 16 relates to the registration of fishing vessels. Article 17 provides that the origin of the goods covered by this Agreement shall be determined as in the main Agreement, while Article 18 applies the consultation provisions in Article XXIII of the main Agreement also to this supplementary Agreement. This Agreement comes into force on the same date, July 1, 1966.

The Agreement on Store Animals and Carcase Meat

19. The second supplementary Agreement deals with the arrangements in relation to imports of Irish cattle and sheep into the United Kingdom. The existing arrangements under which Irish cattle, sheep and lambs can qualify for guarantee payments after being imported into the United Kingdom are modified by reducing the 'waiting period' from three months to two. The United Kingdom Government will also pay to the Government of the Republic of Ireland each year a sum equivalent to the average guarantee which is payable under the fat-stock guarantees in respect of a maximum quantity of 25,000 tons of carcase beef and 5,500 tons of carcase lamb; the uses to which these sums are put are to be agreed from time to time between the two Governments. The Government of the Republic has given, in Article 4, guarantees to use their best endeavours to ensure a minimum supply of 638,000 head store cattle and a minimum of 25,000 tons of beef and 5,500 tons of lamb to the British market. There is provision for consultation if this supply falls short, and in addition Article 6 applies the consultation provisions of the main Agreement also to this Agreement and makes it clear that the substance of this Agreement is to be considered to form part of the overall balance of the Free Trade Area arrangements. It comes into force, along with the main Agreement, on July 1, 1966.

The Agreement of Trade in Cotton Textiles

20. The third supplementary Agreement, made under the provisions of paragraph (4) of Article X of the main Agreement, provides for the regulation of trade in cotton textiles between the two countries in the light of the general arrangements proposed by the United Kingdom Government for the regulation of imports of low-cost cotton textiles. The Republic of Ireland is to restrict exports to the United Kingdom of cotton yarn; and of cotton cloths or made-up goods containing cloth or yarn imported into the Republic from any country whose direct exports to the United Kingdom are subject to restriction either on export or on import into the United Kingdom. Other cotton textiles, for example those spun and woven in the Republic or based on cloth imported from unrestricted sources, are subject to the normal Free Trade Area rules. The Agreement permits corresponding restrictions on exports of cotton textiles from the United Kingdom to the Republic. It also provides for the fixing of the quota figures and for modifications to be made to these figures or to other provisions of the Agreement whenever these become necessary. The Agreement comes into force on January 1, 1966, and will run for five years unless the two Governments otherwise agree.

The Exchanges of Letters

21. Three Exchanges of Letters between Ministers and one official letter accompany the Agreements. The first Ministerial letters concern the size of the basic quota for imports of butter from the Republic of Ireland in the period ending March 31, 1967. This is fixed at 23,000 tons. The United Kingdom Government has undertaken to consider the possibility of future growth in imports of butter from the Republic, in the light of the future supply and demand position.

22. The second Exchange of Letters between Ministers conveys certain undertakings regarding trade in jute goods between the two countries. There is a third Exchange of Letters under which the Republic of Ireland Government agree to waive their duty-free entry right to allow a minimum import price arrangement to be introduced by the United Kingdom under Articles VIII or IX instead of an arrangement based on quantitative restrictions, provided they get treatment no less favourable than other suppliers with such rights.

23. An official letter describes the system of Irish tax reliefs referred to in paragraph (3) of Article XIII.

The Record of Understandings

24. This record lists a number of understandings between the two Governments which were reached during the negotiations. All but the last two (which relate to the trade in sugar) refer to particular provisions of the main Agreement. Most of these are of a detailed character, spelling out particular points or indicating the way in which the provisions will apply to particular products. Other points dealt with include, the intentions of the two Governments as regards most-favoured-nation treatment in the period before the Republic accedes to the GATT: certain statements of intention by the United Kingdom Government in relation to Article VIII; the intentions of the Government of the Republic as regards the timing of the removal of certain export restrictions; the intention of both Governments as regards the procedures to be followed in anti-dumping cases; and statements of intention regarding the balance of payments provisions in Article XVIII. Until 1975 the duty charged by the Republic of Ireland on fully assembled motor cars imported from third countries will be not less than 10 per cent higher than the corresponding duty on cars imported from the United Kingdom.

The full text of the Agreement has been published as a White Paper, Cmnd. 2858. Copies may be obtained from HM Stationery Office or through any bookseller, price 6s. 6d.

Anglo-Polish trade arrangements 1966

ARRANGEMENTS for Anglo-Polish trade during the 12 months ended December 31, 1966, were concluded and signed in Warsaw on December 14, 1965.

Arrangements follow the pattern established last year and provide for the removal of quota restrictions on imports of a few agricultural and industrial goods from Poland. No change has been made in the list of goods which may be imported under world open general licence, but some items have been added to the list of those which may be imported freely from Poland under open individual licence. Increases in some quotas have also been agreed.

Specific quotas and a general quota for all consumer goods not otherwise specified to a total of £2.5 million have been agreed for British exports to Poland. This represents an increase of nearly 50 per cent on the figure agreed for 1964/65. All other British goods for import into Poland will be given general facilities by the Polish authorities, who have renewed assurances given earlier this year that steps are being taken to increase substantially the purchases under competitive conditions of goods from the United Kingdom.

A notice to importers setting out the details of the new arrangements will be published in due course. Details (including the specific quotas set for exports of British consumer goods) will also appear in the *Board of Trade Journal*. The general prohibition and restrictions relating to imports from all sources (listed in Part 2 of the United Kingdom Customs and Excise Tariff) will continue to apply.

Notes: Anglo-Polish trade in recent years has been:

	£ million				January-October	
	1961	1962	1963	1964	1964	1965
United Kingdom imports	36·9	38·4	40·1	48·1	41·8	40·8
United Kingdom exports	22·5	32·5	27·6	23·9	20·6	19·1
United Kingdom re-exports	0·8	0·8	0·5	0·9	0·7	0·6

Developments in recent months have shown a rising trend in British exports. Imports from Poland are beginning to level off slightly.

In June 1965 the annual trade negotiations then due were postponed for six months and the existing arrangements extended until December 31, 1965.

British consumer goods quotas previously stood at about £1.7 million. A wide range of items are covered, including many types

Continued on foot of next page

United Kingdom and USSR Anglo-Soviet quota negotiations

IN ACCORDANCE with Articles 2(2) and 4 of the Anglo-Soviet Trade Agreement of 1959, which was prolonged in April 1964 for a further five years ending June 30, 1969, the Board of Trade and the permanent Soviet Trade Delegation in the United Kingdom have negotiated quotas for trade in consumer and certain capital goods and industrial materials during 1966.

The quotas for Soviet consumer goods to be imported into the United Kingdom amount to £4,300,000 c.i.f. The quotas for British consumer goods to be imported into the USSR amount to £3,910,000 f.o.b. In total new quotas allow for an increase of some £650,000 (in c.i.f. terms) in the flow of consumer goods in each direction over the next 12 months.

The total value of quotas for the export of British instruments and certain industrial materials has been increased by over £250,000 to £2,385,000 f.o.b. The Soviet authorities will issue licences for up to £1 million for scientific and other instruments. £850,000 for chemicals and £535,000 for man-made fibres and yarns. The corresponding total for Soviet goods is £2,885,000 c.i.f., including £150,000 for scientific and industrial instruments. Full details of the quotas are given below.

Notes:

The Anglo-Soviet Trade Agreement provides for negotiations to take place annually to settle quotas for trade in both directions in consumer goods and in other goods where open general licence arrangements are not in force. All Anglo-Soviet trade is carried on within the framework of the Agreement, but over 90 per cent takes place outside these quotas. Most of Britain's exports consist of capital goods which are bought by the Soviet Union without specific quotas being settled in advance, while most of the Soviet Union's exports to the United Kingdom enter freely under open general licence.

During 1964 imports from the USSR totalled £97·1 million c.i.f. and United Kingdom exports to USSR £38·0 million f.o.b. Provisional trade figures for the period January to November 1965 show that our imports have risen to £108 million c.i.f. and our exports to USSR to £41·8 million f.o.b.

ANGLO-SOVIET TRADE AGREEMENT – ARTICLE 4 QUOTAS
Soviet consumer goods for import into the United Kingdom from January 1, 1966, to December 31, 1966

		£'000 c.i.f.
1.	Motor cars and spare parts	110
2.	Cameras, cine-cameras, projectors	400
3.	Wrist watches and movements (of which not more than £200,000 c.i.f. for watches valued at 30s. and under and watch movements valued at 25s. and under)	400
4.	Alarm clocks	20
5.	Transistor radios	80
6.	Binoculars and lenses	45
7.	Sewing machines and parts	25
8.	Matches	175
9.	Musical instruments	30
10.	Hand-made carpets	525
11.	Photographic accessories	30
12.	Medicines, drugs and pharmaceuticals and raw materials used in their manufacture	90
13.	Toys and games	20
14.	Handicrafts and fancy goods	20
15.	Canned crabmeat	550
16.	Canned salmon	985
17.	Vodka and other spirits based on vodka	35
18.	Wine, brandy and liqueurs	10
19.	Caviar	145
20.	Salmon roe	20
21.	Cotton fabrics	55
22.	Silk fabrics	20
23.	Perfumery	10
24.	Metallic hollow-ware and household appliances excluding enamelled ware (of which not more than £40,000 for aluminium hollow-ware; £17,000 for galvanized hollow-ware (of which not more than £5,000 for buckets (and £13,000 for cutlery)	65
25.	Earthenware and china	30
26.	Glassware, of which not more than £30,000 for decorated glassware	40
27.	Sports goods of which not more than £25,000 for sporting guns and ammunition	50
28.	Rubber footwear	15
29.	Toilet soap	20
30.	Office materials, of which not more than £13,000 for pencils	40
31.	Dried and canned fruit and vegetables	10
32.	Dried bilberries	10
33.	Cranberries	10
34.	Nuts	5
35.	Jams	5
36.	Miscellaneous consumer goods to be agreed with the Board of Trade	200
	Total	4,300 c.i.f.

Note:

(1) Any unused part of the quota for vodka and other spirits based on vodka (quota 17) may be used for the import of wines, brandy and liqueurs (quota 18) in addition to the £10,000 for the latter.

(2) The Board of Trade have agreed to issue licences outside the above arrangements for the import into the United Kingdom of £120,000 c.i.f. of grey cotton cloth for processing and re-export.

ANGLO-SOVIET TRADE AGREEMENT – ARTICLE 4 QUOTAS
United Kingdom consumer goods for export to the Soviet Union from January 1, 1966, to December 31, 1966

		£'000 f.o.b.
1.	Motor vehicles (including passenger cars, motor cycles, motor scooters, mopeds, pedal cycles) spare parts and accessories	135
2.	Woollen piece-goods	275
3.	Made-up clothing	280
4.	Cotton piece-goods	180
5.	Knitwear	800
6.	Stockings and socks	160
7.	Leather of different kinds	5
8.	Leather gloves	35
9.	Leather footwear	1,010
10.	Carpets including sheepskins	50
11.	Toilet preparations	5
12.	Medicines, drugs and pharmaceuticals and raw materials used in their manufacture	200
13.	White fish	330
14.	Sugar confectionery and chocolate	10
15.	Whisky and gin	25
16.	Photographic materials	5
17.	Toys and games	20
18.	Sports goods including sports apparel	15
19.	Musical instruments	15
20.	Earthenware and china	10
21.	Razors and razor blades	100
22.	Flax canvas	55
23.	Paint	5
24.	Sporting guns and ammunition	15
25.	Furniture	25
26.	Mechanical lighters and liquid gas containers	5
27.	Miscellaneous consumer goods to be agreed with the Soviet Trade Delegation	140
	Total	3,910 f.o.b.

ANGLO-POLISH ARRANGEMENT, *continued*

of textiles and clothing, cars and miscellaneous foodstuffs.

The few new items added to the open individual licence list are those which were so added for Hungary, Czechoslovakia and Bulgaria earlier this year. The most significant item is chilled, frozen and canned beef and veal.

ANGLO-SOVIET TRADE AGREEMENT – ARTICLE 2(2) QUOTAS
Soviet goods for import into the United Kingdom during the period January 1, 1966, to December 31, 1966

TOTAL AMOUNT—**up to £2,885,000 c.i.f.**

Machinery and equipment to a total value of £2,600,000 c.i.f. of the following classes:

1. Machine tools to a total value of £750,000 of which not more than £112,500 for any one of the following classes*
   - Turning machines
   - Milling machines
   - Grinding machines
   - Shaping, planing and slotting machines
   - Gear cutting machines
   - Drilling and boring machines
   - Other metal-cutting machines

   and not more than £187,500 for:
   - Metal forming machines (e.g., drop forges, presses, etc.).

   *Subject to increases, by agreement with the Board of Trade, within an upper limit of £187,500 for each class of tool, where either an order for a single machine or orders for machines for which there is no United Kingdom equivalent take up a major part of the £112,500 for a particular category.
2. Earth-moving equipment and machinery, including excavators and construction equipment.
3. Mechanical handling equipment (cranes, transporters, conveyors, industrial lifts and elevators, fork-lift trucks, etc.).
4. Equipment for the peat industry.
5. Agricultural tractors, mainly wheeled.

   Note:
   (a) Tractors over 50 h.p. will be regarded as proper to Item 2—construction equipment.
   (b) Subject to an upper limit of £100,000 c.i.f. on tractors below 10 h.p.
6. Mining machines and equipment, including coal-mining equipment.
7. Gas and arc welding equipment.
8. Chemical, refrigeration and compressor equipment, and equipment for the rubber industry.
9. Electrical equipment, including generators, motors, transformers, etc.
10. Printing and textile machinery.
11. Equipment for the food industry.
12. Tools for cutting metal and wood, including those made of hard alloys and abrasives; fitting and erecting tools, chucks, hand electric and pneumatic tools; measuring instruments, including those for optical use, and radio electrical measuring instruments.

    Note:
    Delivery of goods of classes 2 to 12 will not exceed £200,000 c.i.f. for any one of the classes.
13. Ball and roller bearings (not to exceed £200,000).
14. Radio and electronic components (not to exceed £75,000) of which not more than £15,000 for transistors.
15. Other industrial and mechanical equipment, apparatus and tools (to be agreed with the Board of Trade). Not more than £200,000 for each category.

Scientific, optical and industrial instruments to a total value of £150,000 c.i.f.

1. Measuring instruments.
2. Optical instruments.
3. Instruments and machines for testing metals.
4. Radio-measuring apparatus.
5. Physical and scientific instruments for experimental work in schools and higher educational establishments.

   Note:
   Delivery of goods of classes 1 to 5 will not exceed £40,000 c.i.f. for any one of the classes.

Sundry goods

Window glass—imports not to exceed £135,000 c.i.f. (of which not more than £45,000 c.i.f. for glass of 3 mm. nominal thickness or less).

United Kingdom goods for export to the USSR during the period January 1, 1966, to December 31, 1966

1.	Scientific, optical, industrial and other instruments .	£1,000,000 f.o.b.
2.	Chemical goods, including dyestuffs and polyethylene	£850,000 f.o.b.
3.	Man-made fibres and yarns	£535,000 f.o.b.
	Total	£2,385,000 f.o.b.

Iceland and USSR

A NEW protocol to the 1953 Trade Agreement between Iceland and the Soviet Union was signed in Moscow on November 11, 1965. It covers the exchange of goods between the two countries from January 1, 1966, to December 31, 1968.

Soviet exports will include machinery and equipment, passenger cars, gas oil, fuel oil, iron and steel and other metal products, cables, timber and window glass.

Icelandic exports will include salted, canned and frozen fish, knitted goods, woollen blankets and other woollen goods.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 323, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2617) quoting reference CRE 8363/G.

Czechoslovakia and Yugoslavia

THE CZECHOSLOVAK PRESS reports that a Czechoslovak-Yugoslav trade protocol for goods exchanges in 1966 was signed in Prague on November 23.

The protocol envisages an increase in trade of over 20 per cent above the 1965 level.

Czechoslovakia will supply Yugoslavia with machinery, vehicles, electrical engineering products, rolled materials, coke, coal, chemical products, consumer goods, sugar, malt, etc.

Yugoslavia will supply Czechoslovakia with electrical engineering products, non-ferrous metals and semi-finished products, meat and meat products, tobacco, wine and consumer goods.

No further details are available.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877), quoting reference CRE 4800/G.

CBI and East German Chamber of Foreign Trade

THE CONFEDERATION of British Industries have issued the following announcement after their recent meetings with the East German Chamber of Foreign Trade:

'Representatives of the CBI and the KFA (East German Chamber of Foreign Trade) met in London on December 13 and 14 to review trade arrangements for 1966. They noted that within the framework of the arrangements for 1965, which were broadly the same as for 1964, trade had increased markedly in both directions.

'The CBI representatives pointed out that, although there had been a welcome increase in British exports to East Germany, they were still substantially below East Germany's exports to Britain and that there was still some way to go before reaching the objective of a broad balance. There was discussion of possible increases in the facilities under the trade arrangement. On the understanding that the present more favourable trends will be continued and confirmed, it was agreed to discuss this further in May 1966.

'Meanwhile, it was agreed to repeat for 1966 the 1965 arrangement at the same level; and both sides confirmed their belief that within these facilities mutual trade could be expected to continue to grow.'

The long metal box being transported by sledge across Northern Ontario's snow-covered terrain contains a Type 800 VHF line integrated radio telephone, equipment which is supplied regularly by the Plessey Electronics Group to The Northern Telephone Co., in Canada. It comprises a transmitter/receiver and a signalling unit operating over radio links to connect into the main telephone network and enable businessmen on hunting or fishing expeditions to dial through to their offices or stockbrokers.

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Bulletin in which published.

ALGERIA

(249/65) Handicraft Equipment for Ministry of Industry. January 11, 1966. E.S.B. 44546/65.

ARGENTINA

(247/65) Construction of a Bus Terminal for Secretariat of State for Public Works. February 1, 1966. E.S.B. 44450/65.

AUSTRALIA

(248/65) Sewerage and Water Treatment Plant for City of the Gold Coast, Queensland. January 25, 1966. E.S.B. 44529/65.

South Australian Railways:

(249/65) Rolling Stock. February 1, 1966. E.S.B. 44586/65.

(249/65) Rolling Stock. January 24, 1966. E.S.B. 44585/65.

BURMA

(247/65) Steel for Burma Railways. January 26, 1966. E.S.B. 44415/65.*

Defence Department:

(247/65) Water Testing Kits. January 15, 1966. E.S.B. 44427/65.

(248/65) Air Compressors. January 15, 1966. E.S.B. 44428/65.*

(248/65) Survey Instruments. January 15, 1966. E.S.B. 44430/65.*

(248/65) Electrical Equipment; Hand Tools. January 15, 1966. E.S.B. 44429/65.*

People's Stores Corporation:

(247/65) Vehicles. January 17, 1966. E.S.B. 44419/65.*

(247/65) Vehicles. January 17, 1966. E.S.B. 44420/65.*

(247/65) Autoform Lighting Accessories. January 15, 1966. E.S.B. 44421/65.*

(247/65) Bucket Loaders. January 17, 1966. E.S.B. 44425/65.*

(247/65) Vehicle Spare Parts. January 10, 1966. E.S.B. 44434/65.*

Public Works Corporation:

(248/65) Cable. January 17, 1966. E.S.B. 44436/65.*

(247/65) Cable. January 17, 1966. E.S.B. 44435/65*.

(247/65) Steel Tanks. January 14, 1966. E.S.B. 44417/65.*

(247/65) Steel Joists. January 10, 1966. E.S.B. 44418/65.*

(247/65 Sanitaryware. January 17, 1966. E.S.B. 44404/65.*

(247/65) Tubes for Trade Corporation No. 15. January 10, 1966. E.S.B. 44416/65.*

Union of Burma Railway Board:

(247/65) Hand Tools; Hardware. February 2, 1966. E.S.B. 44437/65.

(247/65) Hardware. February 9, 1966. E.S.B. 43973/65.*

CANADA

(250/65) Ticket Issuing Machines for the City of Montreal. January 13, 1966. E.S.B. 44587/65.

CEYLON

(247/65) Vertical Boring and Turning Mill for Ministry of Communication. February 23, 1966. E.S.B. 43966/65.*

(247/65) Microscopes for Ministry of Education. February 25, 1966. E.S.B. 43923/65.

(249/65) Microscopes for Ministry of Education and Cultural Affairs. (Further Information.) Tender documents now available. E.S.B. 43923/65.*

Ministry of Health:

(247/65) Medical Supplies. February 22, 1966. E.S.B. 43921/65.*

(247/65) Vaccine. February 22, 1966. E.S.B. 43922/65.*

(248/65) Distribution Line; Cable; Sub-stations for Ministry of Land, Irrigation and power. (Further Information.) Closing date extended to March 1, 1966. Tender documents now available. E.S.B. 43366/65.*

(248/65) Agricultural Machinery; Vehicles and Graders for River Valleys Development Board. January 21, 1966. E.S.B. 44500/65.*

COSTA RICA

(248/65) Electrical Equipment for El Instituto Constarricense de Electricidad. January 5, 1966. Tender documents (in Spanish) now available. E.S.B. 44401/65.*

DENMARK

(248/65) Buses for Copenhagen Tramways. March 1, 1966. E.S.B. 44523/65.

U.A.R. (EGYPT)

(247/65) Starter Switch for Egyptian Railways. January 17, 1966. E.S.B. 43958/65.

EL SALVADOR

(248/65) Paper Clips for La Proveeduria General de la Republica. January 5, 1966. Tender documents (in Spanish) now available. E.S.B. 44441/65.

ETHIOPIA

(250/65) Diesel Electric Plant for Berhanena Selm Press. January 15, 1966. E.S.B. 44813/65.*

(249/65) Electrical Sub-stations for Ethiopian Electric Light and Power Authority. March 7, 1966. E.S.B. 44549/65.*

FORMOSA

(247/65) Telephone Equipment for Central Trust of China. January 6, 1966. E.S.B. 43957/65.*

GERMANY

(248/65) Stationery and Office Supplies for Joint Purchasing and Contracting Office. January 13, 1966. E.S.B. 44455/65.*

GREECE

(248/65) Permanent Way Equipment for Ministry of Trade. January 29, 1966. E.S.B. 44513/65.*

INDIA

(248/65) Electrical Equipment for Bihar State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 41838/65.*

248/65) Rectifier Sets for Central Railway, Bombay (Further Information.) Closing date postponed to January 15, 1966. E.S.B. 34585/65.*

(247/65) Wire for Director General of Supplies and Disposals. January 22, 1966. E.S.B. 43994/65.*

(248/65) Navigational Lights for Kandla Port Trust. February 1, 1966. E.S.B. 44522/65.

(249/65) Winches for Koyna Hydro Electric Project. January 15, 1966. E.S.B. 44526/65.

(247/65) Dry Chemical Powder Unit for Madras Port Trust. January 11, 1966. E.S.B. 43964/65.

(247/65) Testing Sets for Madras State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 43581/65.*

(250/65) Bearings for Maharashtra State Road Transport Corporation. January 11, 1966. E.S.B. 44540/65.

(248/65) Cranes for National Coal Development Corporation. January 5, 1966. E.S.B. 44525/65.

Neyveli Lignite Corporation Ltd.:

(247/65) Crane. January 18, 1966. E.S.B. 44411/65.

(247/65) Conveying and Bagging Plant. March 2, 1966. E.S.B. 44410/65.

Singareni Collieries Co. Ltd.:

(248/65) Cable. January 10, 1966. E.S.B. 44406/65.

(248/65) Cable. January 11, 1966. E.S.B. 44407/65.

(248/65) Cable. January 12, 1966. E.S.B. 44408/65.

(248/65) Endless Haulages. January 15, 1966. E.S.B. 44409/65.

(247/65) Railway Signalling Equipment for South Eastern Railway. (Further Information.) Tender documents now available. E.S.B. 42689/65.*

IRAN

Iranian Tobacco Monopoly:

(247/65) Cigarette Paper. February 21, 1966. E.S.B. 44431/65.*

(248/65) Aluminium Foil. February 19, 1966. E.S.B. 44432/65.*

IRAQ

Iraqi Ports Administration:

(249/65) Lighting Poles and Fittings. January 13, 1966. E.S.B. 44574/65.

(249/65) Laboratory Equipment. January 13, 1966. E.S.B. 44573/65.

(249/65) Construction of Sugar Factory for Ministry of Agriculture. May 2, 1966. E.S.B. 44548/65.

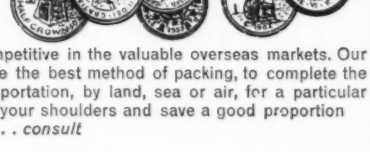
No. 9 of a series

Issued for the information of Exporters who would soon feel the benefit of entrusting their packing and transportation to one of the most experienced organisations in the business

THE PACKING AND TRANSPORTATION DIVISIONS OF LLOYD'S PACKING WAREHOUSES GROUP OF COMPANIES

Road Haulage · Packing
Documentation Shipping
& Forwarding · Air Freight

TIME IS MONEY . . .



and although money cannot buy time, it can save time by the employment of experts to deal with specialised problems. Transllloyd Overseas Limited can cut the cost in both time and money of the transportation of your exports, whatever their nature, thereby making them more competitive in the valuable overseas markets. Our knowledge, experience and resources enable us to determine the best method of packing, to complete the documentation and to use the most efficient means of transportation, by land, sea or air, for a particular consignment. This comprehensive service can take a load off your shoulders and save a good proportion of your "do-it-yourself" costs. *For expert export and import . . . consult*

TRANSLLOYD OVERSEAS LIMITED

Head Office: 20 PRINCESS STREET · MANCHESTER 1 *Telephone:* CENtral 4400
also in LONDON, LIVERPOOL and SOUTHAMPTON
Member of the Transportation Division of the Lloyd's Packing Warehouses Group of Companies

Ministry of Municipal and Rural Affairs:
(249/65) Overhead Transmission Line. February 15, 1966. E.S.B. 44571/65.
(250/65) Water Supply Scheme. (Further Information.) E.S.B. 42810/65.*
(249/65) Street Lighting Equipment. January 11, 1966. E.S.B. 44579/65.
(249/65) Electrical Instruments. January 11, 1966. E.S.B. 44578/65.
(249/65) Battery Manufacturing Plant. April 10, 1966. E.S.B. 44577/65.
(249/65) Pumping Sets for Ministry of Oil. (Further Information.) E.S.B. 41048/65.*
National Electricity Administration:
(249/65) Transformers. February 5, 1966. E.S.B. 44575/65.
(249/65) Cables. January 30, 1966. E.S.B. 44576/65.

KENYA

(249/65) Pipework for Nairobi City Council. (Further Information.) Tender documents now available. E.S.B. 43924/65.*

LIBYA

(249/65) Road Construction for Ministry of Communications. January 17, 1966. E.S.B. 44519/65.
Public Works Department:
(249/65) Construction and Maintenance Works. February 29, 1966. E.S.B. 44516/65.
(249/65) Reservoir Construction. January 17, 1966. E.S.B. 44518/65.
Roads Department:
(249/65) Road Construction. January 17, 1966. E.S.B. 44520/65.
(249/65) Road Construction. January 17, 1966. E.S.B. 44521/65.

MOROCCO

(247/65) Induction Coils for Regie Autonome des Distributions d'Eau et d'Electricite. January 5, 1966. Tender documents (in French) now available. E.S.B. 44000/65.*

MOZAMBIQUE

(248/65) Construction Project for Lourenco Marques Municipality. January 14, 1966. E.S.B. 44490/65.
Ports, Railways and Transport Department:
(248/65) Railway Signalling Equipment. February 28, 1966. E.S.B. 44488/65.
(248/65) Tyres and Tubes. January 5, 1966. E.S.B. 44489/65.
(248/65) Workshop Equipment. January 14, 1966. E.S.B. 44471/65.
(248/65) Workshop Equipment. January 5, 1966. E.S.B. 44474/65.

NEW ZEALAND

General Post Office:
(247/65) Electrical Accessories. (Correction.) E.S.B. 42383/65*
(248/65) Hand Tools. February 9, 1966. E.S.B. 44532/65.*
(249/65) Radio Equipment. March 4, 1966. E.S.B. 44531/65.*
(249/65) Fuses and Accessories. February 8, 1966. E.S.B. 44530/65.*
(247/65) Solder Wire. (Correction.) Solder wire gauge should read 14 s.w.g. E.S.B. 41675/65.*
(248/65) Telephone Cords. February 11, 1966. E.S.B. 44501/65.*
(248/65) Railway Wagon Bodies for N.Z. Government Railways. February 23, 1966. E.S.B. 44499/65.

PAKISTAN

(248/65) Scientific and Laboratory Equipment for Directorate of Supply, Dacca. January 17, 1966. E.S.B. 44458/65.
(248/65) Projector for Pakistan Western Railway. January 17, 1966. E.S.B. 44495/65.*
(248/65) Signalling and Testing Equipment for Railway Board, Lahore. (Further Information.) Tender documents now available. E.S.B. 43318/65.*

PANAMA

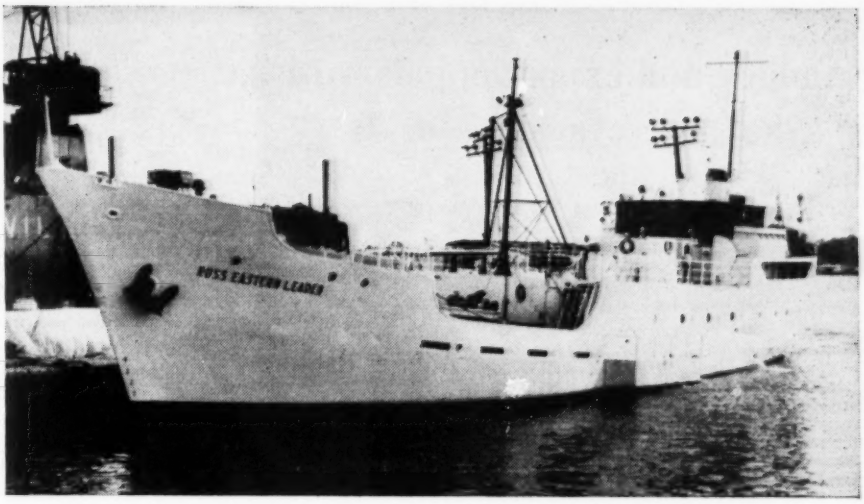
(248/65) Construction of a Steam Plant for Instituto de Recursos Hidraulico y Electrificacion. March 2, 1966. E.S.B. 44498/65.*

PERU

(248/65) Crane; Mechanical Handling Equipment; Fire Fighting Equipment for Peruvian Port Administration. January 6, 1966. E.S.B. 44265/65.

SOUTH AFRICA

(249/65) Motor Vehicles for Department of Transport, Pretoria. (Further Information.) Tender documents now available. E.S.B. 43614/65.*
(248/65) Electrical Signalling Material for South African Railways. January 5, 1966. E.S.B. 43997/65.*
State Tender Board:
(247/65) Bell-Mouths. January 6, 1966. E.S.B. 44423/65.*
(247/65) Clamping Tools. January 7, 1966. E.S.B. 43985/65.*
(247/65) Screwdrivers. January 7, 1966. E.S.B. 43981/65.*
(247/65) Tooth Brushes. January 7, 1966. E.S.B. 43983/65.*
(247/65) Pottery Machinery. February 3, 1966. E.S.B. 43980/65.*
(247/65) Veterinary Equipment. January 5, 1966. E.S.B. 43948/65.*



'Ross Eastern Leader', the 'mother' ship for Ross Group's new Arabian Gulf shrimp fishing fleet, pictured shortly before her departure from Jacksonville, Florida, for the company's Bahrain base. The 1,200-ton factory ship, which will arrive in late January, has freezing installations capable of handling 30 tons of shrimps per day and sub-zero capacity for 300 tons. She will gather the catches from seven trawlers engaged in the new venture which is expected to develop into a substantial dollar earner with shrimps currently worth 2,000 dollars per ton.

(247/65) Catgut; Chemicals. January 7, 1966. E.S.B. 43949/65.*
(247/65) Copper Wire. January 6, 1966. E.S.B. 43979/65.*
(247/65) Hygrometers. January 7, 1966. E.S.B. 43982/65.*
(247/65) Steam Traps. February 3, 1966. E.S.B. 43976/65.*
(247/65) Screws. January 6, 1966. E.S.B. 43977/65.*
(248/65) Air Valves. January 6, 1966. E.S.B. 44422/65.*
(248/65) Steel. January 6, 1966. E.S.B. 44447/65.*
(248/65) Valves. January 6, 1966. E.S.B. 43986/65.*
(248/65) Moil Points. January 10, 1966. E.S.B. 43988/65.*
(248/65) Knives. January 10, 1966. E.S.B. 43989/65.*
(248/65) Steel Wire and Anchor Grips. January 6, 1966. E.S.B. 43990/65.*
(248/65) Steel Plates. January 6, 1966. E.S.B. 43991/65.*
(248/65) Air Valves. January 6, 1966. E.S.B. 43993/65.*
(250/65) Hoist. January 13, 1966. E.S.B. 44819/65.*
(250/65) Air Valves. January 6, 1966. E.S.B. 44821/65.*
(250/65) Electrical Equipment. January 10, 1966. E.S.B. 44557/65.*
(250/65) Cables and Cable Boxes. January 13, 1966. E.S.B. 44820/65.*
(250/65) Counter Scales. January 5, 1966. E.S.B. 44595/65.*
(250/65) Planing Knives and Cutters. January 10, 1966. E.S.B. 44562/65.*
(250/65) Sand Blasting Machines. January 11, 1966. E.S.B. 44561/65.*
(250/65) Projector and Screen. January 10, 1966. E.S.B. 44589/65.*
(250/65) Bench Grinder. January 6, 1966. E.S.B. 44558/65.*
(250/65) Film Projector. January 7, 1966. E.S.B. 44559/65.*

SPAIN

(247/65) Hospital Construction for Direccion General de Sanidad, Seccion de Construciones. February 28, 1966. Tender documents (in Spanish) now available. E.S.B. 43987/65.*

TANZANIA

(247/65) Pharmaceuticals for Central Tender Board. (Further Information.) Tender documents now available. E.S.B. 43510/65.*

THAILAND

(247/65) Weighing Machines for Department of Transport. January 5, 1966. E.S.B. 44452/65.
(247/65) Radio-Therapy for Medical Department. January 5, 1966. E.S.B. 44466/65.
Metropolitan Electricity Authority:
(248/65) Conductor. January 13, 1966. E.S.B. 44449/65.
(248/65) Cable Accessories. January 11, 1966. E.S.B. 44448/65.*
(247/65) Pumps for Mineral Resources Department. January 11, 1966. E.S.B. 44451/65.
(248/65) Cable Accessories for Provincial Electricity Authority (Samsen). January 5, 1966. E.S.B. 44475/65.*
State Railway of Thailand:
(247/65) Zinc Sheet. January 5, 1966. E.S.B. 44443/65.
(247/65) Arc Welder. January 10, 1966. E.S.B. 44445/65.
(247/65) Arc Welder. January 10, 1966. E.S.B. 44446/65.
(247/65) Machine Tool. January 17, 1966. E.S.B. 44468/65.
(247/65) Machine Tool. January 17, 1966. E.S.B. 44469/65.
(248/65) Flame Cutting Machine. January 18, 1966. E.S.B. 44478/65.
(248/65) Steel Bars. January 12, 1966. E.S.B. 44479/65.
(248/65) Nibbling Machine. January 24, 1966. E.S.B. 44481/65.*
(248/65) Sawing Machine. January 24, 1966. E.S.B. 44477/65.*

TURKEY

(248/65) Hose for Denizcilik Bankasi T.A.O. January 6, 1966. E.S.B. 44502/65.*

UNITED STATES OF AMERICA

(249/65) Crane for Commission of Public Docks. January 18, 1966. E.S.B. 44535/65.*

URUGUAY

(247/65) Fish Terminus for Servicio Occanografico y de Pesca. Closing date postponed to February 10, 1966. E.S.B. 29727/65.*

VIETNAM

(248/65) Meteorological and Radio Equipment for Central Purchasing Authority. January 7, 1966. E.S.B. 44493/65.*
(248/65) Paper Clips for Central Purchasing Authority. January 6, 1966. E.S.B. 44492/65.

HOW OVERSEAS PRESS CORRESPONDENTS CAN HELP EXPORTERS

COPIES *of the Board of Trade booklet "Overseas Press Correspondents in London: How they and Industry can help each other" are available free of charge from Board of Trade, Information Division, Room 527, 1 Victoria Street, London, S.W.1.—or telephone Abbey 7877, Ext. 2636.*

The booklet explains how trade associations and individual firms, if assisted by the right material and facilities, can gain valuable publicity by disseminating information which is both of interest to their audience and of value to British exporters. Many suggestions are made on how to set about it, and there is a full list of the names and addresses of overseas press representatives in and around London.

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.

The number in brackets indicates the Bulletin in which published.

The Bulletin published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Algeria
(249/65) Agency inquiry for foodstuffs; textiles. E.S.B. 44378/65.

Australia
(249/65) Agency inquiry for white fish. E.S.B. 43670/65.
(250/65) Agency inquiry for abrasives E.S.B. 41577/65.
(247/65) Inquiry for engineering test equipment. E.S.B. 44132/65.
(248/65) Inquiry for machine tools. E.S.B. 44362/65.

Austria
(247/65) Agency inquiry for advertising gifts; knitwear; toys. E.S.B. 44220/65.
(247/65) Agency inquiry for batteries; electronic components; hi-fi equipment, radio; television. E.S.B. 44198/65.
(247/65) Agency inquiry for industrial valves; steam turbines. E.S.B. 44272/65.
(248/65) Inquiry for antistatic boots; surgical, hospital and laboratory supplies. E.S.B. 44186/65.
(248/65) Agency inquiry for paper; stationery. E.S.B. 44188/65.
(248/65) Agency inquiry for cellulose wrapping foils; coated papers; packaging machines; plastic bags. E.S.B. 44219/65.
(248/65) Agency inquiry for carpet cleaners; cleaning machines. E.S.B. 24067/65.
(248/65) Agency inquiry for foodstuffs. E.S.B. 44346 65.
(248/65) Agency inquiry for hydraulic equipment; pumps. E.S.B. 44273/65.
(249/65) Agency inquiry for drink dispensers; electric domestic appliances; freeze cabinets. E.S.B. 44377/65.
(249/65) Agency inquiry for opticians' supplies. E.S.B. 44376/65.
(249/65) Agency inquiry for rubber products. E.S.B. 25431/65.
(247/65) Inquiry for worsted fabrics. E.S.B. 44224/65.
(248/65) Inquiry for foodstuffs. E.S.B. 44187/65.

Austria/Hungary
(248/65) Trade Agreement. C.R.E. 7605 G

Bahamas
(249/65) Agency inquiry for bed linen; curtain fabrics; fishing nets. E.S.B. 37931/65.
(248/65) Inquiry for cooking fat. E.S.B. 44351/65.
(249/65) Inquiry for foodstuffs. E.S.B. 44352/65.
(249/65) Inquiry for stainless steel rod. E.S.B. 44360/65.
(250/65) Inquiry for cargo scale; fork lift truck. E.S.B. 44661/65.

Belgium
(250/65) Agency inquiry for die casting equipment and materials. E.S.B. 44792/65.

Canada
(249/65) Inquiry for marine hardware and equipment. E.S.B. 43165/65.

Cyprus
(249/65) Inquiry for machines for filling, sealing and mixing. E.S.B. 44339/65.

Ecuador
(248/65) Inquiry for industrial machinery; tools and materials. E.S.B. 44328/65.

Finland
(250/65) Agency inquiry for electric and electronic components. E.S.B. 44718/65.
(250/65) Agency inquiry for lace; textile piece-goods. E.S.B. 44168/65.

France
(250/65) Agency inquiry for printed canvas and wool for making carpets. E.S.B. 44794/65.
(248/65) Foire de Lyon, March 26 - April 4, 1966.

Germany, Federal Republic of
(250/65) Agency inquiry for electronic supplies. E.S.B. 41504/65.
(248/65) Inquiry for hoses; rubber products including protective clothing. E.S.B. 44338/65.
(248/65) Import opportunity – flour. C.R.E. 66/65.
(249/65) Inquiry for wire; non-ferrous metals. E.S.B. 44204/65.

Greece
(250/65 Agency inquiry for nylon wrapping tape; textiles. E.S.B. 44249/65.
(251/65) Agency for mining exploration equipment. E.S.B. 44920/65.

Iceland/Poland
Trade Agreement. C.R.E. 11483/G.

Iraq
(249/65) Agency inquiry for ready-made clothing. E.S.B. 44746/65.
(248/65) Inquiry in respect of steel bridges. E.S.B. 38462/65.

Israel
(250/65) Agency inquiry for chemicals; raw materials for plastics production; steel bars and sheets. E.S.B. 44945/65.
(250/65) Agency inquiry for domestic electrical appliances; musical instruments. E.S.B. 44919/65.

Italy
(247/65) Inquiry for cheeses. E.S.B. 44176/65.
(248/65) Inquiry for cheeses; preserves. E.S.B. 44185/65.

Italy/Iraq
(248/65) Trade Agreement. C.R.E. 2498/G.

Italy/Switzerland
(248/65) Trade Agreement. C.R.E. 4006/G.

Japan
(248/65) Inquiry in respect of baking equipment. E.S.B. 27661/65.

Kenya
(250/65) Inquiry for boots; shoes; shoe foundry; shoemakers' tools – further information. E.S.B. 36191/65.

Libya
(248/65) Inquiry for electrical and mechanical equipment. E.S.B. 43807/65.
(248/65) Inquiry in respect of sewage and purification works. E.S.B. 38982/65.

Mexico
(250/65) Inquiry for laboratory apparatus. E.S.B. 4486/65.

New Zealand
(247/65) Agency inquiry for marquisettes. E.S.B. 44312/65.

North America
(250/65) North American Deparment Store Buyers visit London. E.S.B. 1551/65.

Norway
(248/65) Inquiry for motors for fan heaters. E.S.B. 44193.

Pakistan
(249/65) Agency inquiry for textile machinery. E.S.B. 44605/65.

Philippines, Republic of the
(248/65) Inquiry for transformers. E.S.B. 44173/65.

Portugal
(249/65) Agency inquiry for air conditioning equipment, domestic appliances. E.S.B. 44712/65.
(249/65) Inquiry for machinery, equipment and materials for making plastic bottles; plastic bottles. E.S.B. 44325/65.

Saudi Arabia
(248/65) Inquiry for school desks; slouted and stationery supplies. E.S.B. 44036/65.

South Africa
(247/65) Agency inquiry for aircraft cleaning materials etc. E.S.B. 20978/65.
(247/65) Agency inquiry for curtainings; furnishing worsteds. E.S.B. 17406/65.
(250/65) Agency inquiry for curtaining and dress material. E.S.B. 44952/65.
(250/65) Agency inquiry for cosmetics and toiletries drugs; novelty items; pharmaceuticals. E.S.B. 44918/65.
(249/65) Manufacture under licence – hay making and drying machinery. E.S.B. 44343/65.

Spain
(248/65) Manufacture under licence – automobile components. E.S.B. 44033/65.

Sudan
(248/65) Inquiry for pumping equipment. E.S.B. 39030/65.

Sweden
(248/65) Agency inquiry for tape. E.S.B. 44337/65.
(249/65) Agency inquiry for bronze tubing; turned parts for car industry. E.S.B. 44308/65.
(249/65) Agency inquiry for vacuum cleaners. E.S.B. 44264/65.
(250/65) Market report on engineers small tools and gauges and measuring instruments. E.S.B. 36117/65.

Switzerland
(249/65) Agency inquiry for building equipment machine tools; tools. E.S.B. 44313/65.

Syrian Arab Republic
249/65) Inquiry for cuff links; evening bags; gift novelties; smokers' requisites; socks and pullovers wallets. E.S.B. 44745/65.

Thailand
249/65) Inquiry for machinery for water pump construction – further information. E.S.B. 42515/65.

United Arab Republic (Egypt)
(248/65) Inquiry for metal ingots. E.S.B. 44361/65.
(249/65) Inquiry for laboratory equipment; machines and equipment for the pharmaceutical industry veterinary products. E.S.B. 44154/65.

United States of America
(249/65) Agency inquiry for candies; food specialities E.S.B. 5096/65.
(250/65) Agency inquiry for textile equipment E.S.B. 42926/65.
(248/65) Inquiry for pipes; plumbing products; tubes E.S.B. 44222/65.
(249/65) Inquiry for insulated copper wire. E.S.B. 44367/65.
(249/65) Manufacture under licence in Britain – bicycle cart. E.S.B. 44384/65.
(250/65) Inquiry for machinery for automotive oil filter elements. E.S.B. 42757/65.
(250/65) Inquiry for lighting equipment. E.S.B. 44941/65.
(250/65) Inquiry for petrol engines. E.S.B. 44394 65.

Venezuela
(248/65) Inquiry for bullet-proof waistcoats; fire extinguishers. E.S.B. 44311/65.

INDEX INQUIRIES

Inquiries about the detailed contents of the Journal (*dates on which particular articles, etc., were published*) *should for convenience be made to the Board of Trade Library (Abbey 7877, Ext. 3038) who compile the half-yearly index to the Journal.*

ELEPHANTIDE (REGD.)
INSULATING PRESSBOARD
for all Oil Immersed Electrical Apparatus such as
TRANSFORMERS, SWITCHGEAR, etc.
Also PRESS PAPERS FOR CLOTH FINISHING
B. S. & W. WHITELEY, LTD., POOL-IN-WHARFEDALE, YORKSHIRE.
Telephones: ARTHINGTON 2121 • TELEX. 55103 • Grams: WHITELEY, POOL-IN-WHARFEDALE

LETTERS OF APPRECIATION

The letters quoted below have been sent by United Kingdom businessmen to home or overseas officers expressing appreciation for their help.

KUWAIT

Your views on the situation out there were very helpful, as also was your prompt attention to the query on 'Overseas Development' of Kuwait.

It always seems a pity that we can't get industry and the Commercial Departments of our Embassies closer together, and it was all the greater pleasure to me to meet someone with so much local knowledge.

Esavian Ltd., Stevenage, Herts.

ROME

Two of our representatives have today returned to Hull after visiting Rome to promote the sales of our products through Messrs. ——.

Their report has now been placed before me, and it is obvious from this that your Commercial Officer has rendered considerable assistance to Messrs. Atkinson and Burton during their visit. They speak most highly of his efforts stressing that without his help negotiations would have been most difficult. The high regard in which he is obviously held by the senior executives of the two Italian companies speaks well for the support given to the present Government's attitude to exporting by officers of this calibre.

It is most encouraging for medium-sized companies such as our own to find such energetic co-operation and assistance available when attempting to create new export markets.

Whatever the outcome of our continuing negotiations I feel that I should take this early opportunity to express officially my company's gratitude to the Commercial Officer.

Wm. Broady & Son Ltd., Hull.

TURIN

After concentrated business activity in Turin, Genoa, Milan, Florence and Rome, we want to thank you very much indeed for seeing us and giving us the opportunity of describing our very specialized services in export and import.

You can be sure that any commercial prospects, household removals or any other business you may recommend us for, will receive our very best services. We find one of the greatest complaints has been the extreme delay in getting goods from England to Italy, and we are able to give a guarantee of delivery in three weeks from the time buying in England is completed – but, of course, not including any delay which may be due to Italian customs.

We are most appreciative of the list you gave us for the area and are following many of these up by post.

Thank you very much indeed for all your have done.

Robert Fisher (Shipping) Ltd., London.

The following Telex was received by the Board of Trade's Export Services Branch on December 8.

British Consular inefficiency in exports not, repeat not, our experience. Have had excellent co-operation in Europe including assistance in border incidents with Russians and East Germans concerning our double decker showbus carrying upholstered furniture. Paris, Brussels, The Hague, Dusseldorf, Hamburg, West Berlin, Bonn and Stuttgart Consulates first-class.

Ben Pickup,
Leylux Limited, Chorley, Lancs.
Managing Director.

Sir Roderick Barclay, the British Ambassador in Belgium (third from left), inspects the display of products manufactured by The British Tap & Die Co. Ltd., at the Ghent International Trade Fair. This display was on the stand of M. Simons & Son (one of Belgium's largest tool distributors). With the Ambassador are: Mr. D. J. Follows, director of The British Tap & Die Co. (left), Monsieur R. Simons (second from left), Monsieur Alexandre Wyns, agent for The British Tap & Die Co. Ltd., in Belgium (fifth from left) and Monsieur Meyvaert, president of the Ghent Fair (third from right).

CASABLANCA

I would like to take this opportunity of thanking you for all your help and advice during the course of my recent visit to Casablanca.

I would advise you that we have provisionally appointed —— as distributors for our construction equipment, whilst Monsieur —— of —— is conducting an investigation into the potential for our products in the mining industry.

Robert Hudson (Raletrux) Ltd., Leeds.

WINNIPEG

Having now returned safely home I would like to express to you our very sincere appreciation for the great amount of work you did for us in Winnipeg and for the time you spent with us. All of the contacts you made were extremely useful, and will, I feel confident, lead to excellent business results at a later date.

AEI-Gala Ltd., London, S.W.1.

BRUSSELS

Thank you for your letter and the attached dossier on potential representatives.

I would like to congratulate you on the excellent manner in which these lists have been made up and the useful information given.

Contam Export Ltd., London, W.C.2.

MANILA

We should like to thank you for your very kind and explicit letter, together with the relevant enclosures explaining the position of credit terms in the Philippines. Your letter has considerably cleared the air as far as we are concerned, and we have taken your advice about contacting the London branch of one of the banks dealing in the Philippines.

Perkins Engines Ltd., Peterborough.

Board of Trade, Eastern Regional Office,
Cromwell House, Dean Stanley Street, London, S.W.1.

May we take this opportunity of congratulating your Overseas Officers in both Australia and New Zealand on their efforts on our behalf. At the moment we have eight very interested prospects in New Zealand and four in Australia. Among these are the foremost companies in the field.

We would be happy to know that you have passed our remarks onwards, as a lot of work must have gone into it to achieve this most satisfactory response.

Colorflo Limited, Hitchin, Herts.

Export Orders

Firms are invited to send in brief details of recent exports orders or contracts for mention on this page.

First North African blast furnace in production

The first blast furnace to be built in North Africa at Menzel Bourguiba in Tunisia is now producing iron. The blast furnace, gas cleaning plant and sinter plant were designed, engineered and constructed for the Tunisian company El Fouladh by Ashmore, Benson, Pease and Company Ltd., a member of the Davy-Ashmore Group, as main contactors in conjunction with Huntington Heberlein, a member company of Simon Engineering Ltd., who were responsible for the sinter plant. George Wimpey & Co. Limited were responsible for the installation. The value of the British contract was approximately £3 million.

American orders for new continuous batch air pressure whisk

A continuous batch air pressure whisk has now been added to the range of mixing machinery made by the Morton Machine Company Limited, of Wishaw, Scotland, a member of the Heenan Group. The first four of these new whisks, three Model 100 and one Model 3, have been shipped to the Tasty Baking Company of Philadelphia, United States.

Agreement for European co-operation

Dowty Rotol Ltd. and Messier S.A. of France are to collaborate in obtaining orders for their undercarriage and hydraulic equipment for the ECAT (Jaguar) attack trainer aircraft. Both companies will participate in the design and production of the equipment ordered and will share equally the technical, manufacturing and financial responsibilities.

October business equipment exports show further rise

Exports of business equipment in October were worth £4,859,000 compared with £4,412,000 in October last year – an increase of 10 per cent. Announcing this on December 13, the Business Equipment Trade Association added that this figure brought the total of UK business equipment sold abroad in the first ten months of this year to £44,893,000 against £41,535,000 for the equivalent period in 1964 – an increase of 8 per cent.

Overseas deliveries of domestic refrigerators still rising

According to figures issued on December 13 by the Domestic Refrigeration Development Committee, overseas deliveries of domestic refrigerators in October were 13,803 an increase of 5 per cent over October 1964. The value of exports rose by 9 per cent, from £382,763 in October 1964 to £416,752 in October 1965.

American airline buys British-built safety equipment

Sperry Turbine Engine Vibration Indicators – code name STEVI – have been purchased by two American airlines, Mohawk and the Hawaiian airline Aloha, for service in their BAC One-Eleven fleets. The equipment made by Sperry Gyroscope Co. Ltd., Brentford, gives pilots early warning of potential engine malfunction by continuously detecting and monitoring engine vibration levels.

Road building contracts in Nigeria

Costain (West Africa), a subsidiary of Richard Costain Ltd., London, have recently been awarded contracts totalling £930,000 for road works in Nigeria. The larger contract is worth £¾ million and will be undertaken in joint venture with Alhaji Audu Bida. It was awarded by the Ministry of Works, Government of Northern Nigeria. The other contract has been awarded by Lagos Executive Development Board.

Swedish steelworks buys high purity nitrogen plant

A leading Swedish steel manufacturing company, Surahammars Bruks AB, have awarded a contract for a high purity nitrogen plant to Petrocarbon Developments Ltd., the Manchester-based firm of chemical engineers. The contract is worth about £100,000.

Petrocarbon have now sold owner-operated nitrogen plants to 10 countries throughout the world. The number of these installations in operation is now nearing 30.

Meal and sprats for Poland

Meat and bone meal to the value of £25,000 is being exported to Poland by the British firm of Poynter and Marshall Ltd. The meal, weighing 500 tons, will be shipped in 4/5-ply bags and will be used for livestock feeding.

The Great Yarmouth firm of Bloomfields Ltd. have recently completed negotiations for exporting £10,000-worth of frozen sprats to Poland, where they will be canned in oil.

French contract for textile machinery

A £100,000 order for textile machinery for installation at Remiremont in France has just been awarded to Dobson and Barlow Machinery Sales Ltd., a part of the Stone-Platt Industries Group.

Pumps for Chinese polymer plant

High Polymer and Petro-Chemical Engineering Ltd., of London, have placed an order with Girdlestone Pumps Ltd., of Woodbridge, Suffolk, for over 40 cast steel and stainless steel pumps for a polymer plant to be erected in Central China.

Export of cathodic protection equipment

Morgan-Berkeley & Co. Ltd., Walton-on-Thames, announce that export orders to the value of £50,000 have recently been received for their automatically controlled impressed current hull cathodic protection. These include systems for ships being built in Japanese, Scandinavian, German, Dutch and French shipyards in addition to tonnage under construction in British yards for overseas owners.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over* 85,000 *volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering* 150 *countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 *to* 5.30, *Mondays to Fridays. (Tel. City* 5757, *Ext.* 368 *or Telex No.* 25977).

Czech orders for Worcester firm

About £20,000 worth of testing equipment has been sold to Czechoslovakia this year by Heenan and Froude Limited of Worcester. A considerable number of the contracts have arisen from the company's participation in recent years in the Brno International Trade Fair.

Million-dollar order from US

A million dollar order for women's fashion suede coats has been won by Mr. John Warman, managing director of Berland Ltd., London, after a one-man trip to New York. The orders are for a total of over 30,000 suede coats to be delivered next year and continuing until at least 1967.

Mr. Warman expects by next year to enlarge production capacity and to be employing over 100 workpeople, of whom half will be engaged on export business to United States, Hong Kong and Lisbon. In addition, Mr. Warman is negotiating contracts with Swedish and South American customers.

Electronic sorter for Australian mail

A new automatic mail sorting system capable of handling over 200,000 letters an hour, is being manufactured for the Australian General Post Office by Telephone and Electrical Industries Pty. Ltd.

Claimed to be one of the most advanced of its kind in the world, the system will be installed in the recently opened Mail Exchange in Redfern, an inner suburb of Sydney. The equipment has been designed and is being built, at Meadowbank, New South Wales, by TEI, a major telecommunications company operating as part of the Plessey Group in Australia. Commissioning tests are programmed to begin about the middle of 1966.

Export success for Midland manufacturer

Thirty-one Coolie 3000 pallet trucks from the Polymathic Engineering Co. Ltd., Tamworth, Staffs., are now on their way to Belgium to complete an order for 100 placed by Coca S.A. of Brussels, who are regularly importing Polymathic lift trucks into Belgium. So far this year more than 160 trucks have been sold overseas and export inquiries received from several countries, including Uganda and Japan.

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.
Black and white prints. *These should be 'action' photographs showing UK goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination.*
Photographs of UK businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.
Colour photographs. *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

Boilers for Spain

With the shipment of 75 Diplomat gas-fired boilers to Barcelona, Potterton International Ltd., a member of the De La Rue Group, have achieved a major breakthrough into the Spanish heating market. The consignment is worth several thousand pounds and is expected to be followed by similar orders.

Business jets earn over £48 million in exports

With sales of the HS.748 already at 116 aircraft, Hawker Siddeley Aviation announced on December 13 that the HS.125 business jet had also passed the century with total orders up to 103.

Total value of export orders for both aircraft is now £48,500,000.

Harris tweed exports reach 75 per cent of output

The Harris Tweed Association announced on December 6 that during the first ten months of this year, from January to October, 5,172,589 yards of cloth was stamped with the Association's 'Orb'-certification mark. This was 298,302 yards more than in the corresponding period of 1964 and approximately 75 per cent of the tweed was exported.

Luton firm celebrates 150 years with record exports

Hayward Tyler & Co. Ltd., of Luton and East Kilbride, a member of the Stone-Platt Industries Group, is 150 years old this month. With an international reputation for its pumps and turbines and particularly for the glandless motor pumps which have gone into many of the world's nuclear reactors and power stations, Hayward Tyler is at present exporting over half its total output.

Ticket equipment machines for Dublin

The first installations are being made of machines supplied against a new order for nearly 1,500 TIM '3S' self-printing ticket issuing machines, placed with Ticket Equipment Limited of Cirencester, by the Republic of Ireland's public transport authority, Coras Iompair Eireann (CIE). These machines were specially designed for CIE to simplify administration and waybill checking, and the order incorporates special microfilm equipment for photographing individual cash counter totals.

LONDON TAXI EXPORTED TO AMERICA

A 'Winchester' Taxi Cab, made by Wincanton Transport & Engineering Company Limited, Woking, Surrey, has been exported to America. The vehicle has been purchased by Mr. Benjamin A. Goodale of Manchester, Massachusetts, who recently visited Britain and was so impressed with London taxis that he decided to buy one.

The Winchester is one of a new range marketed by Winchester Automobiles (West End) Limited, London. Powered by a Ford Cortina 1500 h.p. petrol engine, the vehicle is similar to thirty taxis now in regular service in London. They are now being produced at the rate of two a week.

Mr. Goodale has named the taxi 'Tinkerbelle III' and intends to use the taxi to take his daughter Betsy to and from school. 'I'll keep the meter running and deduct the fare from her allowance,' he says.

Syrian fertilizer contract

Humphreys & Glasgow Limited, London, have received a contract from SNAM Progetti for the process design, engineering, erection and start-up supervision of a raw synthesis gas plant for ammonia production, part of a large new fertilizer complex at Homs, Syria. The £125,000 contract is scheduled for completion by the end of 1967.

£25 million exports

In the past five years the Walmsley Group of companies have earned more than £25 million through the export sales of paper making and board machines. Since 1960 Walmsleys have completed and exported 30 machines and associated equipment to 31 overseas countries.

Orders for £117,500 worth of dyeing plant

In recent weeks the Longclose Engineering Co. Ltd. of Leeds – part of the Stone-Platt Industries Group – has shipped out dyeing plant worth £117,500 to meet orders from Russia and India. This represents a gross tonnage of some 75 tons of sophisticated dyeing and drying machinery.

British engines for Russian trucks

Russian trucks operating in Finland are to be equipped with four and six cylinder diesel engines made by Perkins Engines Ltd. of Peterborough.

In a successful visit to Helsinki a Perkins sales team met representatives of the Konela company, importers of the Russian made Gaz and Zil trucks.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of the Board of Trade Journal *of November 26 issue. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page viii of November 26 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Production engineer's trip

Mr. A. Goldman, chairman and managing director of Leytool Limited, of London, E.10 and Hollingbury, Sussex, left the United Kingdom for Zurich on December 5 to begin a business trip to Switzerland and Germany.

Leytool Limited are manufacturers of special purpose machines; slotting machines; jigs; fixtures; gauges and dies and also precision hand tools.

Export consultant's North American trip

Mr. William G. Richardson, consultant to The Valor Company Limited for the North American Export market, flew to New York on December 9.

Mr. Richardson knows the American market well. He was President of the Metals Engineering Corporation in Tennessee for three years before returning to England and is confident that there is a vast potential market in the US and Canada for Valor's products.

Selling camphor to the Far East

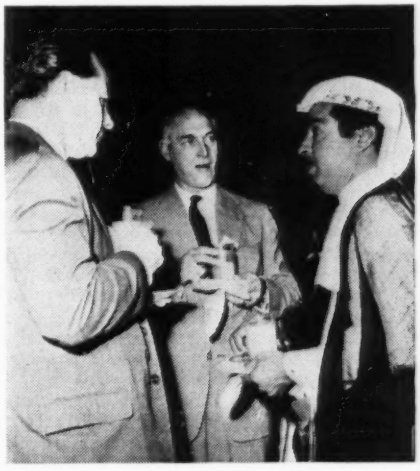
Mr. I. F. E. Coubrough, the commercial director of BX Plastics Ltd., Manningtree, Essex, manufacturers of cellulosics, chemicals and moulding materials, left England for the Far East on December 3 to join Mr. H. J. French the export manager. He will visit Hong Kong, Japan and the United States to sell camphor. BX Plastics Ltd. claims to possess the only synthetic camphor plant in Britain or, apart from one in India that caters only for the internal market, in the British Comomnwealth.

Today natural supplies have been almost eliminated and BX Plastics total production, excluding that required for plasticising celluloid and for some other domestic requirements, is exported. BX Plastics camphor is sold mainly to Far Eastern countries where it is in competition with Russian and Chinese supplies and to the United States where it meets competition from material produced in Western Germany.

South African export tour

Mr. Ralph Murfitt, chairman and managing director of Murfitt Bulk Transporters Ltd., Wisbech, Cambridgeshire, is flying shortly to Johannesburg with one of his service engineers, Mr. Geoffrey Long, to help expand his export interests in South Africa following the recent appointment of agents in Johannesburg. Mr. Murfitt's company are engineering specialists in bulk transport and pneumatic and other systems of vehicle discharge.

Mr. Murfitt, who expects that his firm's export orders for the year will top £100,000, has in the past few months visited practically every country in Western Europe in search of orders.



Whilst in Bahrain on a recent visit to the Middle East a selling group from the Manchester Chamber of Commerce were entertained by the Committee and Members of the Bahrain Chamber of Commerce to a reception held in their honour at the Municipality in Bahrain. The picture shows HE Shaikh Khalifa bin Sulman Al-Khalifa, Head of Finance, Bahrain Government (right) talking with Mr. Donald C. Straw, (centre), leader of the mission and chairman of the Chamber of Commerce's Middle East Section and Mr. Stephen H. L. Kearns.

Marine engineer for South Africa

Mr. S. B. Dinn, managing director of Power Components Ltd., London, is visiting South Africa from December 16. He will call on importers of marine diesel engines, owners of ship repair yards, etc. Power Components are suppliers of marine diesel engines, spares, etc.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

FRANCE

Global quotas for onion sets

THE FRENCH *Journal Officiel* of December 9, announced the opening of a quota for the import of onions for planting out, of a diameter not exceeding 20 mm. (Tariff No. 07.01 H ex. I) originating in and imported from all countries.

Requests for import licences on form AC, in quintuplicate and accompanied by two copies of a pro-forma invoice must arrive at the *Direction des relations economiques exterieures service des autorisations commerciales* (*exportations*), 8 *rue de la Tour-des-Dames, Paris* 9 before 11.30 a.m. on December 28, when they will be examined simultaneously.

The requests must show the country of origin and the country from which imports are to be effected, but they may be different.

Applicants are invited to send, before December 28, to the *Ministere de l'agriculture* (*direction generale de la production et des marches, direction des produits, bureau des licences*), 3 *rue Barbet-de-Jouy, Paris, 7e*, a statement of imports of onion sets made by them between October 1, 1964, and October 1, 1965.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Import regulations for meat etc., for human consumption

THE FRENCH *Journal Officiel* of December 4, announced that the list of abattoirs in Britain inspected and approved by the competent authorities in Britain and accepted by the French authorities, should be extended by the addition of the following abattoirs:

Name and address	Approval No.
A. W. Sanders, Esq., Shropshire Fatstock Society, Craven Arms, Shropshire	EWS 37
Central Abattoir, Hastings, Sussex	EWS 38
British Beef Co. Ltd., Hollow Road, Bury St. Edmunds, Suffolk	EWS 39
Scotbeef Ltd., Brancumhall, Calderwood, East Kilbridge, Lanarkshire	S 9
Processing premises	
H. J. Heinz Co. Ltd., Harlesden London, N.W.10	EWP 4
H. J. Heinz Co. Ltd., Standish, Wigan, Lancs.	EWP 5
H. J. Heinz Co. Ltd., Kitt Green, Lancs.	EWP 6

The two abattoirs listed below should be deleted from the list of approved establishments published in the *Board of Trade Journal* dated March 5, page 528.

Name and address	Approval No.
Canterbury Public Abattoir, Canterbury, Kent	EWS 2
Marsh & Baxter Ltd., Brierley Hill, Staffs.	EWS 10

The French text of the above notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Import regulations for pigmeat

FOLLOWING THE PUBLICATION of an announcement by the French authorities in the *Journal Officiel* of December 5, exports to France of pigmeat from approved slaughterhouses in Great Britain may now take place. The veterinary requirements are similar to those for other forms of carcase meat but include a reference to freedom from swine fever. Details, including the form of certificate to be used, may be obtained direct from the Export Section of the Ministry of Agriculture, Fisheries and Food, Tolworth, Surbiton, Surrey. (Tel. Derwent 6611).

EUROPEAN FREE TRADE ASSOCIATION

Deferment by Austria and Switzerland of certain tariff reductions

THE *Board of Trade Journal* of December 24, 1964, published details of an agreement by EFTA Member States that Austria and Switzerland could defer until June 30, 1965, the EFTA tariff reductions which were due to be made on certain goods on December 31, 1964. It was further agreed as announced in the *Board of Trade Journal* of August 6, 1965, that these tariff reductions could be deferred until December 30, 1965.

It has now been agreed that this period of deferment may be extended until **December 30, 1966.** The goods covered by this agreement are:

Brussels Nomenclature No.	Description of Goods
	IMPORTED INTO AUSTRIA
Chapter 17: ex 17.04	Sugar confectionery, not containing cocoa (other than fondants, pastes, creams and similar intermediate products, in bulk, with an added sweetening matter content of 80 per cent or more by weight).
Chapter 18: ex 18.06	Chocolate and other food preparations containing cocoa (other than solid chocolate in slabs, bars, tablets, etc.).
Chapter 19: ex 19.08	Biscuits, wafers, rusks, cakes and Danish pastry.
	IMPORTED INTO SWITZERLAND
Chapter 17: ex 17.04	Sugar confectionery, not containing cocoa (other than fondants, pastes, creams and similar intermediate products, in bulk, with an added sweetening matter content of 80 per cent or more by weight).
Chapter 19: ex 19.08	Biscuits, wafers, rusks, cakes and Danish pastry.

EUROPEAN COAL AND STEEL COMMUNITY

Iron and steel products—duties

THE *Board of Trade Journal* of February 7, 1964, contained details of two Recommendations issued by the High Authority of the European Coal and Steel Community relating to temporary increases in the tariffs on iron and steel products imported by the Member States of the Community from non-member countries.

The *Journal Officiel des Communautes Europeennes* of December 8, 1965, contains the text of two Recommendations continuing the temporary increases until December 31, 1966.

The French texts of these Recommendations may be seen at the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479.)

ICELAND

Imports of chocolate biscuits

THE Icelandic Ministry of Finance have announced that as from January 1, 1966, new regulations governing the import of chocolate

biscuits will come into force (chocolate biscuits under heading 1908.00 were liberlized in January, 1965).

Goods containing 50 per cent or more by weight of the following materials cannot be considered to come within Brussels Nomenclature heading No. 1908.00:

Chocolate: caramel mix; nuts; raisins and other sugared preserved fruits.

Importers who wish to import Chocolate Biscuits after January 1, 1966, must prove by a laboratory analysis certificate that the goods fulfil the above conditions.

YUGOSLAVIA

Currency reform

WITH EFFECT from January 4, 1966, the 'new' dinar will be introduced in Yugoslavia. The 'new' dinar will be worth 100 'old' dinars. Both the old and the new money notes and coins will be in circulation at the same time, the old currency being gradually withdrawn so that it will disappear from circulation in about four to five years' time.

The new currency will be issued as money notes of 5, 10 and 50 dinars and coins of 5, 10, 20 and 50 para* and of 1 dinar. The 50, 10 and 5 dinar money notes will not differ in appearance from the 'old' 5,000, 1,000 and 500 dinar notes, except that, of course, their denomination will be changed.

From January 4, 1966, prices will have to be indicated both in the 'new' and 'old' dinars.

*100 para=1 'new' dinar.

SPAIN

Suspension of customs duties on butter

IN THE *State Gazette* of December 6, the Spanish authorities announced the total suspension of customs duties on imports of butter (Tariff heading 04.03) for a period of three months as from December 6.

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

ITALY

Lifting of hire purchase restrictions

IN A PRESIDENTIAL Decree dated October 31, 1965, the Italian Government has removed all restrictions on hire purchase of motor vehicles above 200 c.c., of electro-domestic apparatus and of radio receivers until December 31, 1966. Restrictions on motor vehicles below 200 c.c., and on television receivers, were lifted in December 1964.

TRUCIAL STATES (EXCEPT ABU DHABI)

Agricultural pesticides

CONTROLS on the import and sale of agricultural pesticides have recently come into force under Queen's Regulation No. 4 of 1965 – The Northern Trucial States (Control) Regulation 1965. The territories affected are Umm Al Quaiwain, Dubai, Ras Al Khaimah, Sharjah, Ajman and Fiyairah. In the main, agricultural pesticides may now only be imported by a registered importer holding a valid import licence.

ISRAEL

Liberalization of imports

THE FOLLOWING twelve items have been added to the list of goods for which Israeli import licences are issued without restriction.

Tariff Ref. No.	Description	Import Duty (*Ad val.* c.i.f.)	Purchase Tax	Imports Permitted as from
28.06	Hydrochloride acid HCL . .	35%	Exempt	October 26, 1965
29.11 (a)	Formaldehyde	35% but not less than IL.120 per ton	Exempt	October 26, 1965
32.10	Artists colours	60%	15%	October 28, 1965
60.04	Knitted undergarments of cotton or charmeuse.	Under IL.3·00 a unit Other IL.5·00 a unit	7½%	October 28, 1965
73.11 (a) (1)	Angles, shapes and sections of low carbon steel.	15% +IL. 0·07 per kilo	Exempt	October 28, 1965
78.05	Tubes and pipes and blanks therefore of lead and fittings thereof.	35%	Exempt	October 26, 1965
82.03 (b) (9)	Files	100%	Exempt	October 26, 1965
82.14 (i)	Kitchen tool sets (5 pieces or 6 pieces).	80% but not less than IL. 2 a unit.	12½%-15%	October 26, 1965
84.19 (a)	Dish washing and drying machines including those for domestic use.	80%	35%	October 26, 1965
84.27 (a)	Presses, crushers and other machinery of a kind used in winemaking, fruit juice preparation or the like and parts thereof, each weighing not more than 500 kilos.	25%	Exempt	October 26, 1965
84-50 (a)	Hand burners, parts and accessories thereof (gas-operated) for welding, brazing, cutting and surface tempering.	60%	Exempt	October 26, 1965
85.11 (d) (9)	Electric machines and apparatus for welding or cutting metals.	60%	Exempt	November 4, 1965

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

With the Compliments of the Season to
exporters large and small who save themselves time and trouble by using the best and cheapest

EXPORT INVOICES
(from

Bowen & Court Ltd

of course!)

8-9 EAST HARDING STREET, LONDON, E.C.4
LUDGATE CIRCUS 0854 (4 lines)

SUBSCRIPTION AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to the publishers at any of the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; 39 King St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 80 Chichester St., Belfast; or through any bookseller.

Telephone inquiries should be made to Waterloo 6977, Ext. 472.

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICE R1935, published in the Republic of South Africa *Government Gazette* of December 10, sets out the following amendment to the Republic's customs tariff:

I Tariff Heading	II Statistical Unit	III Rate of Duty General	IV Rate of Duty MFN	V Rate of Duty Preferential
29.31 By the insertion after sub-heading No. 29.31.30 of the following:				
29.31.31 4.4 Diisoamyloxythiocarbanilide.	lb.	Free		
29.35 By the insertion after sub-heading No. 29.35.60 of the following:				
29.35.65 Pyrazinamide and its derivatives.	lb.	Free		

Import Control Regulations, 1966

A COPY HAS BEEN received from Pretoria of Government Notice R1937, setting out the Import Control Regulations for 1966. Full details will be given in next week's *Board of Trade Journal*.

Inquiries, in the meantime, should be addressed to the Export Services Branch, Board of Trade, Room E49, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 461.)

A notice concerning outstanding payments due from Ghana appears on page 1536 of this issue.

PAKISTAN

Import control

IN THE *Board of Trade Journal* of October 22 it was announced that the Pakistan Government had relaxed some of the import restrictions taken due to the recent conflict with India. The Pakistan Government have now issued a further circular announcing that:

1. Letters of Credit are not be opened after December 11 for free list items, except for corrugated iron sheets for East Pakistan against cash resources.
2. Applications for all other free list items will still be received but kept pending until further notice.
3. Letters of credit for goods importable under various barter and aid/loan agreements, where arrangements have been finalized will continue to be opened within the prescribed ceilings.

Any inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, S.W.1 (Tel. Abbey 7877, Ext. 2277).

We know Australia
Yes, we know Australia and so we should, for probably nowhere else is a bank so closely integrated with every phase of life in the country it serves. Throughout Australia, the Territory of Papua and New Guinea, and in the British Solomon Islands, there are branches of the Commonwealth Trading Bank. Our knowledge of these areas is, in consequence, extensive, first hand and up-to-date. That knowledge, and our complete range of banking services, we place at the disposal of all who may find them helpful. Your enquiries are invited.
COMMONWEALTH TRADING BANK OF AUSTRALIA
Chief London Office: 8, OLD JEWRY, E.C.2
and at Australia House, Strand, W.C.2
Head Office: SYDNEY, N.S.W., AUSTRALIA

AFGHANISTAN

Foreign traders regulations

THE BOARD OF TRADE have learned by cable from Afghanistan that the new licensing regulations for private foreign traders and firms in Afghanistan were published in the *Official Gazette* of November 20, 1965. A copy of the new regulations, which will come into effect on January 20, 1966, can be seen at Commercial Relations and Exports Department, Board of Trade, Room 346, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2642.)

AUSTRALIA

Dumping duty on yarns of paper

YARNS OF PAPER imported into Australia have recently been made the subject of a dumping duty under the Customs Tariff (Dumping and Subsidies) Act, 1961.

Inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 4254/65.

ST. VINCENT

Customs tariff

THE Second Schedule (exemptions from duty) to the St. Vincent Customs Tariff has been further amended by:

(i) the addition of the following new items immediately after Item 8 of Table A:
   9. Uniforms and Equipment imported by or for the use of the Association known as the Boys' Brigade, on the certificate of the Chairman of the Local Council.
   10. Articles imported by or for the use of the British Red Cross Society, on the certificate of the Colony Director.
   11. Articles imported by or for the use of the Association known as the Commonwealth Save the Children Fund, on the certificate of the Local Representative of the said Association.

(ii) the deletion of Item 7 of Table B and the substitution therefor of the following item:
   7. Articles imported for the use of the Government of St. Vincent.

(iii) the deletion of Item 44 and the insertion of the following items:
   44. Marine Engines when imported for inter-territorial trade or for use in the Fishing Industry.
   45. Tractors and other machinery to be used exclusively for the purposes of agricultural cultivation and including all attachments to such tractors and other machinery to be used for the said purpose, but not including replacements of such attachments.
   46. Other articles not specifically exempt from duty which in any particular case may be exempted by the Administrator in Council.

Inquiries about the above notice should be addressed to the Export Services Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471.)

URUGUAY

Imports of capital goods

HM EMBASSY at Montevideo report by telegram that the 30-day ban imposed on October 15 on imports of capital goods made subject under the new import regulations to special payment terms (see the *Board of Trade Journal* of November 12, page 1201), and extended to December 18 by a further Decree of November 18 (see the *Board of Trade Journal* of November 26, page 1308), has been further extended by a Decree of December 15 until January 18, 1966.

CHILE

Amendments to import list

THE FOLLOWING amendments should be made to the Chilean list of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentages of prior deposit and tax surcharge payable (see column 4) are the same, unless otherwise stated. If no figure is given the percentage has yet to be fixed.

Section	Group	Item	Tax/Deposit
V	27	Insert new item: Dehydrated potatoes in fritters, flour or chips.	
IX	45/53	Insert new item: Ammonium sulphate.	
IX	60	Alter the item 'Equipment and machinery for agriculture and livestock raising, poultry, bees, etc.', to read 'Equipment and machinery for agriculture, livestock raising, bees, etc.'	
IX	63	Insert new items: Equipment and machinery for the poultry industry. Industrial poultry killing apparatus and spare parts . Insert new item: Bulbs for street lighting: 15 amps, 4,000 lumens; 20 amps, 6,000 lumens.	80%
XIII	73	Insert new item (Permitted List): Special ski boots.	
XIII	81	Insert new item: Sports goods included under other headings of the List of Permitted Imports, up to U.S. $50,000 per year, when imported by sports clubs affiliated to the National Sports Board in accordance with Law No. 16,217.	

JAMAICA

Export Industries Encouragement Law, 1956

MOSQUITO REPELLENT COILS have been declared approved products for the purposes of the Jamaican Export Industries Encouragement Law, 1956.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated October 29, 1965, page 1057.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation, would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273.)

BARBADOS

Industrial Incentives Act, 1963

THE Barbados Government is considering whether **toilet and kitchen linen** should be declared 'approved products' for the purposes of the above Act.

Pioneer manufacturers of these products will enjoy income-tax relief, duty-free imports of building materials, plant, machinery etc., and other concessions.

Applications for approved status are processed by the Barbados Industrial Development Corporation, PO Box 250, Bridgetown, Barbados. It would be appreciated if firms writing to the Development Corporation would copy their initial correspondence to the British Trade Commissioner, PO Box 225, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273.)

DOMINICAN REPUBLIC

Deposit on imported goods

HM EMBASSY in Santo Domingo report that the Provisional Government have announced that Law No. 448, which requires importers to deposit 40 per cent of the value of imported goods with the Central Bank for a period of six months, has been amended to raise the value of the deposit to 80 per cent.

UNITED STATES

Investigation relating to imports of watches, etc.

THE UNITED STATES Federal Trade Commission will hold a public hearing on January 7, 1966, in Washington D.C. at which all interested and affected parties may verbally present data, views, arguments and suggestions relevant to the disclosure of the foreign origin of watches, watch cases, watch movements, watch hands and parts thereof, marketed in the United States. Written data, views, arguments and suggestions will also be considered if mailed to the Secretary, Federal Trade Commission, Sixth Street and Pennsylvania Avenue, N.W., Washington D.C. 20580, on or before January 3, 1966. The purpose of this hearing is 'to afford the commission the benefit of the views of all concerned to assist it in reaching a determination as to what action, if any, the commission should take in the public interest under the Statutes administered by it.'

Further information about the hearing may be obtained from Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

Investigation relating to imports of radios, televisions, phonographs, etc.

IN THE *Board of Trade Journal* for November 5, 1965, it was announced that the United States Federal Trade Commission were holding a hearing, beginning on December 6, 1965, relating to the failure to disclose foreign origin on radios, televisions, phonographs, tape recorders, and their components. This hearing was adjourned on December 6, and will resume on January 5, 1966.

Interested parties now desiring to be heard at the adjourned hearing should inform the Secretary of the Federal Trade Commission not later than December 29, 1965, and any written comments or data must reach the Secretary by January 5, 1966.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

CANADA

Wire rope value for duty

THE CANADIAN GOVERNMENT have issued an Order in Council, PC 1965-2214, dated December 9, pursuant to Section 37a of the Customs Act, prescribing that the value for duty of wire rope from the United Kingdom of Great Britain and Northern Ireland, as determined under Section 36 of the Customs Act, be reduced by deducting therefrom an amount equal to 15 per cent of the said value.

GUATEMALA

Shipping documents

HM CONSULATE in Guatemala City reports that the Guatemalan authorities have now extended until January 31, 1966, exemptions from fines for non-legalisation of shipping documents.

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla 854, *Lima.*

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance.

Orders for advertisements in this section should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

THE METAL PERFORATORS J. & F. POOL LTD., invite perforating inquiries from industry – J. & F. Pool Ltd., Hayle, Cornwall. Tel.: Hayle 3213. Telex 45286.

ATLAS TRANSLATIONS LTD., specialize in technical translations in all Languages, Tenders, Contracts, Specifications, Advertising Material, Catalogues, etc. Same Day Service for Commercial Correspondence, 4 Norland Square, London, W.11. Tel.: BAYswater 4477.

SEYMOUR INTERNATIONAL SUBSCRIPTIONS – the World-Wide Subscription Service for newspapers and periodicals. Learn what's going on in your Export Markets through their domestic trade and technical journals and from similar publications of competitor foreign countries sharing those markets. 334, Brixton Road, London, S.W.9. Redpost 4444.

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

GREECE. British businessmen resident in Athens, offer marketing service to a limited number of British Companies interested in the growing potential of the Greek Market. Representation, advice on suitable agents, general marketing information and realistic appraisals of sales possibilities. Box S6242, *Board of Trade Journal*, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

"FLASH" Carton Case Opener. The Opening of Fibreboard Cases, a task of some difficulty, time and waste, effected quickly and efficiently by the use of this simple hand tool. Also Box Strapping Equipment, Acme Steel Strapping Ltd., Ambleside Avenue, London, S.W.16. STReatham 0308.

TECHNICAL TRANSLATIONS by Engineer-linguists, into the mother tongue. Typescript or camera copy. E. W. SYKES, F.I.L. (Sp.), 39 West Close, WEMBLEY PARK, Middx. Tel. Arnold 4273.

T2 AIRCRAFT HANGARS – 240ft. x 120ft. x 29ft. high to eaves. Dismantled and in good condition. Framework only. NEW ROMNEY BUILDINGS 96ft. x 35ft. NISSEN HUTS 16ft., 24ft. and 30ft. wide, any length. Naylon (Bilston) Ltd., 204 Wolverhampton Street, Bilston, Staffs. Tel. Bilston 41689/42448.

Index to statistics published regularly in the Board of Trade Journal

A = Annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	2 July 1965
Business names registered (A)	12 Feb. 1965
Capital expenditure:	
By industry – provisional (Q)	10 Dec. 1965
– final (Q)	8 Oct. 1965
Distributive and service trades (A)	1 Jan. 1965
Expected capital expenditure (6-M)	15 Oct. 1965
Catering trades turnover (M)	17 Dec. 1965
Chemical industries production (6-M)	3 Dec. 1965
Companies:	
Accounts delivered under the Protection of Depositors Act (6-M)	16 July 1965
Income and finance (Q)	5 Nov. 1965
New companies registered (M)	26 Nov. 1965
Property companies (A)	6 Nov. 1964
Credit:	
International trade credit (A)	7 May 1965
Engineering and electrical goods:	
Deliveries of certain products (Q)	1 Oct. 1965
Production, exports and orders (M)	26 Nov. 1965
Film industry:	
British film fund agency returns (M)	19 Nov. 1965
Cinema admissions and takings (M)	17 Dec. 1965
Overseas payments and earnings (A)	25 Sept. 1964
Registrations of films (A)	29 Jan. 1965
Trends in film-going (A)	10 Sept. 1965
Food consumption levels (A)	20 Aug. 1965
Foreign trade:	
Commonwealth trade (A)	25 June 1965
Sterling area trade summary (Q)	5 Nov. 1965
Trends in exports of manufactures (A)	3 Dec. 1965
World trade and production (Q)	17 Dec. 1965
Foreign trade of the UK:	
Trade by air (6-M)	12 Nov. 1965
Unit value and volume index nos. (M)	10 Dec. 1965
Value of overseas trade (M)	This week
Gold and convertible currency reserves (M)	10 Dec. 1965
Hairdressing trades turnover (M)	17 Dec. 1965
Hire purchase:	
Assets and liabilities of HP companies (Q)	19 Nov. 1965
Business (M)	This week
Industrial building:	
Provisional figures (Q)	5 Nov. 1965
Industrial production:	
Index nos. (M)	26 Nov. 1965
N. Ireland index (M)	3 Dec. 1965
Insurance companies:	
Assets (A)	9 July 1965
Transactions (Q)	17 Dec. 1965
Investments and earnings overseas (6-M)	2 April 1965
Laundries and dry cleaners turnover (M)	17 Dec. 1965
Machine tools deliveries and orders (M)	19 Nov. 1965
Motor industry:	
Car and commercial vehicle production (M)	This week
Motor trades turnover (M)	3 Dec. 1965
Nationalized industries overdrafts (M)	3 Dec. 1965
Pension funds:	
Assets (A)	9 July 1965
Transactions (Q)	3 Dec. 1965
Retail prices index (M)	This week
Retail trade:	
Index nos. (M)	10 Dec. 1965
N. Ireland index (M)	26 Nov. 1965
Shipping movement at UK ports (M)	29 Oct. 1965
Stocks:	
Manufacturers and distributors (Q)	10 Dec. 1965
Retail (M)	10 Dec. 1965
Textiles:	
Clothing and textile orders and deliveries (M)	17 Dec. 1965
Man-made fibres production (M)	3 Dec. 1965
Wholesale houses sales (M)	17 Dec. 1965
Wool and cotton output (M)	17 Dec. 1965
Tourism:	
International tourism (A)	10 Sept. 1965
UK tourist traffic (M)	8 Oct. 1965
Wholesale prices:	
Average prices of selected commodities (A)	19 Feb. 1965
Index nos. (M)	17 Dec. 1965

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade Addresses	17 Dec. 1965
Board of Trade Regional Organization	This week
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	9 July 1965
British Commercial Representatives Overseas	26 Nov. 1965
Directory of Board of Trade Departments and their work	14 Aug. 1964
ECGD Local Offices	17 Dec. 1965
Official Receivers' Offices	5 Nov. 1965
United States Consular Offices in the UK	This week

GHANA

Supply Commission payments

BRITISH FIRMS who have outstanding payments due from the Ghana Supply Commission and have not reported details of these to the British High Commission in Accra or to the Board of Trade are requested to do so before the end of December.

Details should include the amount outstanding for each invoice unpaid, the date of shipment and the Ghana Supply Commission's order reference number in respect of each outstanding invoice.

The information should be addressed to the First Secretary (Commercial), British High Commission, PO Box 296, Accra, Ghana or to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1.

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Room F57, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7146).

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
Printed in England by Merritt & Hatcher Ltd., London (K102) S.O. Code No. 72-3588.

KIRKS

Pipework, Flanges and Malleable Fittings encircle the World!

Our flanges, pipework in steel and stainless steel, and malleable fittings are in use all over the Globe

KIRK & CO. (TUBES) LTD.

74/82 PARADISE STREET · LONDON · S.E.16

Bermondsey 5401/9 also at WALSALL · MANCHESTER · PONTYCLUN

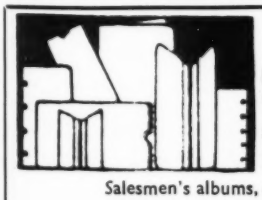
AFFILIATED WITH CLYDE TUBE FORGINGS LTD. GLASGOW

the heart of reliability

BUY BRITISH — BUY KIRKS

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.



PVC Wallets and Containers

Salesmen's albums, document cases, cheque book and travel cheque holders, note cases, loose leaf binders, pocket wallets, conference wallets, swatch covers, advertising gifts, etc.

Academy Plastics Ltd
25-29 Roundwood Rd., London, NW10
Telephone: Willesden 5277

Screwing machines
For Bolts and Pipes
Portable, for hand and power.
As used by railways, docks, public works and engineers.

James N. Durie & Co. Ltd
106 Dockfields Road, Shipley, Yorks.
Shipley 53388

Jacksons OF BOURNE END

Speciality millboards and fibreboards for Industry uses:

BOOK BINDINGS · RADIO BACKS · PIPE JOINTING
INDUSTRIAL BOXES · PRESS BOARDS · CAR PANELS
PALLETIZATION · SHOE COMPONENTS
TRAVEL GOODS · SPECIALITY PACKAGING
AND MANY OTHER USES.

JACKSONS' MILLBOARD & FIBRE CO. LTD.
Bourne End, Bucks.
Telephone: Bourne End 1111 Telex: 84153

HOUSES for export

Whether you require housing for your staff on the Continent of Europe or a luxurious bungalow in the Bahamas, you can choose from the superb range of houses manufactured by

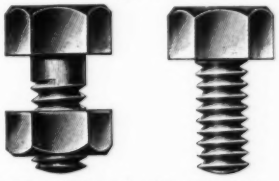
GUILDWAY LIMITED

Write to Peter Hall, Export Manager, for complete details or come and see the Show-houses at Guildford.

Guildway Limited

GUILDFORD · SURREY · ENGLAND · TEL: GUILDFORD 69201

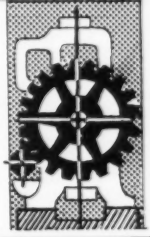
Bolts and nuts, screws, rivets, burrs, studding, washers
All sizes and types in any material



Abis & Co. (Birmingham) Ltd
Dennis Road, Sparkbrook, Birmingham, 12
Telephone: South 3781 (6 lines)

IDDON BROTHERS LIMITED

MIXING MILLS.
PRESSES.
CALENDERS.
EXTRUDING AND BLOW MOULDING MACHINES.
HOSE WRAPPING AND BUILDING PLANT.
SPREADERS, ETC.



LEYLAND

A factory grows, to keep pace with a hundredfold increase in exports

The morning sun shines. A concrete slab goes up. There's much noise and banging. But it's sweet music in the ears of this Lancashire Managing Director.

Interviewer: *You've been exporting only since 1960?*

Managing Director: Correct, yes. We began exporting in a small way, of course, but now our export business is well up to six figures. This is why we're extending the works. Must keep our delivery dates short.

I: *You've always had* ECGD *cover. Has this helped your expansion?*

MD: Very much. Knowing we're covered against loss gives us the confidence to push out into new markets.

I: *Which markets are you doing best in?*

MD: France and West Germany are our biggest, but lately we've ventured much further afield. To U.S.A., Malta, Pakistan, Ghana, Nigeria, Sabah, besides others in Europe. Obviously we ourselves could never properly check the credit-worthiness of so many buyers in so many different markets. But we know that if ECGD will insure us on an order, we can go ahead and accept it.

I: *How are you finding the competition overseas? Tough, is it?*

MD: We have an edge with our products as we specialise only in pullet rearing and laying batteries for egg production. This is a field where Britain is way out in front. But the sort of terms we can offer is sometimes crucial. ECGD allows us to offer extended credit up to two years, and being able to do this can make the difference between getting and losing an order.

I: *You seem to be getting plenty of orders. And no claims so far.*

MD: That's good for ECGD! Good for us, too, though, because we look at it this way: ECGD give us 90% cover against non-payment, default, bankruptcy of the overseas buyer, or what have you. So all we *ever* stand to lose is our profit—never our outlay. I think if more companies saw it this way, they'd be a lot more adventurous in their export programmes. There's terrific potential overseas. The exporter has everything to gain. And with ECGD cover no worries about losing his money.

The story is authentic, and this shortened transcript agreed by the company concerned; only the photograph is fictitious. Because it safeguards exporters against losses overseas, an ECGD policy is a positive tool for expanding your export trade—whatever your business. The premiums are lower, the cover fuller than ever before.
Contact your local ECGD Manager today.

Export with an easy mind

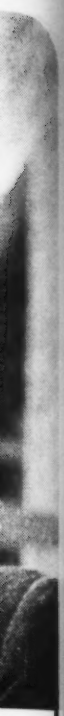
ECGD

EXPORT CREDITS GUARANTEE DEPARTMENT

Head Office: BARRINGTON HOUSE, 59-67 GRESHAM STREET, LONDON EC2 TELEPHONE: MONARCH 6656

Local Offices
CITY OF LONDON: ROYAL 3491
LONDON WEST END: WHITEHALL 9051
NORTH LONDON: MONARCH 4581
SOUTH LONDON: HOP 5011
BELFAST: 29428
BIRMINGHAM: EDGBASTON 4375
BRADFORD: 25147
BRISTOL: 22102
CARDIFF: 26657
EDINBURGH: CALEDONIAN 3004
GLASGOW: CENTRAL 3056
LEEDS: 30082
LIVERPOOL: CENTRAL 5756
MANCHESTER: CENTRAL 8861
NEWCASTLE-UPON-TYNE: 29838
NOTTINGHAM: 46585
SHEFFIELD: 29151

CRC 71



CRC 71